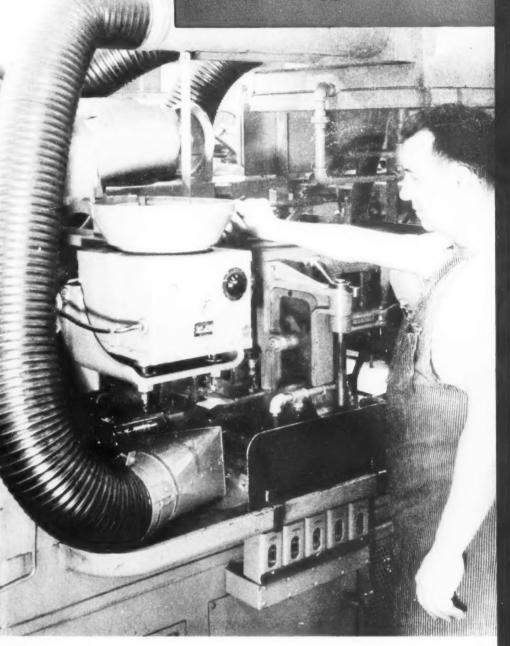
INDUSTRY

**APRIL** • 1960



WIREMOLD PRODUCTS MAYOR

INDUSTRY POWER, COMMUNICATIONS



### CONNECTICUT

# INDUSTRY

VOLUME 38 NUMBER 4

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THIS MONTH'S cover photo shows a Wiremold Air Duct in use at Allen Manufacturing Company, Bloomfield, to exhaust oil fumes from secondary machinery operation. Flexibility of duct permits easy movement of the collection head to allow machine adjustment and cleaning.

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# thanks to FRASSE tubing!

Spectators gasped when this sprint car skidded—at 95 m.p.h.—into a series of flips that seemed certain to demolish both car and driver. Yet—miraculously, the driver walked away from the wreck with only minor bruises. His roll bar—made from Frasse tubing—had shielded him by taking the full impact of the car . . . not once, but four times.

The capacity to take such abuse is inherent in seamless tubing. It combines the ability to absorb and localize shock, with the ultimate in strength and rigidity in proportion to size and weight. Then too, it possesses superior welding and machining properties. That's why more and more engineers specify seamless tubing . . . for structural and mechanical applications.

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It establishes definite insurance benefits at a known cost, avoiding the necessity of embarrassing "charity decisions" in the event of death or serious accident.

The coverage is world-wide. The benefits apply to

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In the competitive personnel market, the Plan will help you to acquire and hold executive-caliber employees.

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We will be happy to furnish your firm with complete details. No obligation, of course.

We are as near to you as your telephone.

31 Lewis Street Hartford

41 E. 42<sup>nd</sup> Street New York Allen, Russell & Allen
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Our customers know that when they dial one of the phone numbers listed below for fuel delivery, they are in effect closing a connection that brings them immediate service in heat and power.

Night and day, winter and summer, T.A.D. JONEService is as handy and round-the-clock and dependable as your phone — and almost as instantaneous. That's been true ever since the Company was founded in 1925, from these specialists in quality

# **BUNKER 'C' OIL**

Pennsylvania & West Virginia BITUMINOUS COAL

# T. A. D. JONES & CO. INC.

\* NEW HAVEN: University 5-6103 BRIDGEPORT: EDison 3-3123 After hours: New Haven HObart 7-2533 for Coal, HObart 7-0766 for Oil

# The Consuming Public

♦ A GREAT many silly things have been written over the years about American business and the changes it has effected upon society. Most have been the product of people who have no more qualification for critical judgement in this field than a Tibetan monk covering the World Series. Some have been angry cries about supposed injustices which the authors seemed to think existed only in commercial areas. Some have been nostalgic laments over the passing of such revered institutions as the old town pump and the one-room schoolhouse. Some have been, and are, fantastic nonsense.

But by far the silliest complaint arising from the critics of our society is the idea that the American consumer is a meek and ductile idiot, submitting without remonstrance as his paycheck is signed away for shoddy merchandise that he really doesn't want.

Strange as it may seem, this preposterous notion is currently being given quite an airing in the book and magazine world. Its thesis is that the poor consumer is the victim of a sinister plot which lures him with TV sets, refrigerators, split-level houses, and new-model automobiles in exchange for his hard-earned cash. It is apparently the thought that he should somehow be protected from his own folly and fitted with blinders to dim the attractions.

#### Protect Consumer From Own Folly?

Obviously, the people who write books along this line have not encountered some of the lady consumers with whom we spend our lives. We were reared by a motherly type whose eye, when confronted by a substandard offering, had about as much warmth and naiveté as a pawnbroker's. The lady who shares our blessings in later life is a relaxed and ingenious item

normally, but three feet from a store counter she becomes as shrewd and icy a negotiator as ever drove a flinty bargain.

If the business world ever had any idea of leading these two gentle lambs to the fleecing, it has long since been obliged to retire for repairs. In a lifetime spent demanding to see the manager, neither has as yet come off second best.

The critic takes the position that efforts to entice the public toward the purchase of an article are somehow unworthy. Left to his own devices, the consumer would make the old car do, have the refrigerator repaired instead of buying a new one, and forego the pleasure of vacationing at Mount Misery Manor. He could also, presumably, add another patch to his trousers, split some more kindling for his pot-bellied stove, and go on living with her folks—a crowded arrangement, undoubtedly, since her folks would still be living with their folks.

#### Satisfied With A Subsistence Level?

Fortunately, Americans need no persuasion toward seeking something better, and a good thing it is too. Americans have never been satisfied with a subsistence level of living and, as a result of this insatiable demand, the luxuries of yesterday are commonplace today, and even the luxuries of today are coming within the reach of nearly everyone.

But anyone who thinks it is done by hoodwinking the consuming public into buying something it doesn't want has little experience with life. We'd like to have him come around to our house and see how things really work. But if he's got anything to sell, he'd better be sure it's up to par. Last fellow who was around with an inferior product left wearing it wrapped around his ears.

A guest editorial prepared by the editor of "Better Living"-a Du Pont publication-and reprinted here by permission of the publisher.

# Wiremold Products Serven Power, Communications

■ THE Wiremold Company was not started on a shoe string—not exactly. It was started on one U.S. dollar. That dollar was all that was left of one hundred dollars which a devoted family in Ireland had raised to give a promising son his start in America. The other ninety-nine dollars were squandered in learning a card game which some soldiers were eager to teach him as the sailing ship slowly worked its

way across the Atlantic.

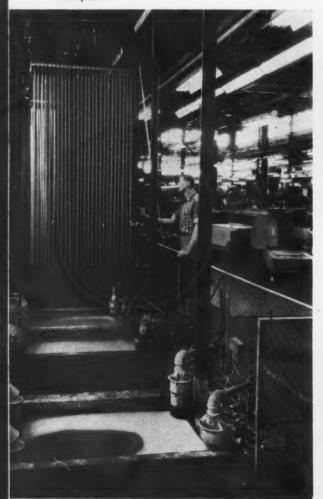
And so, though he did not know it, a seventeen year old immigrant lad landed in Boston a hundred years ago with the dollar which, mixed with hard work, brains and integrity, grew enough over the years to supply the initial capital for The Wiremold Company.

About twenty years after that Boston landing, the boy, Daniel E. Mur-

phy, had become general agent of the Northwestern Mutual Life Insurance Company in Milwaukee and one of the pioneers in his chosen field.

In 1900 he bought the Richmondt Electric Wire Conduit Company of Milwaukee and put his oldest son, D. Hayes Murphy, in charge. The company's product at that time was electro-galvanized rigid conduit, the operation consisting of the conversion of standard gas pipes into conduits for electrical wires. This was largely a problem of handling steel tonnage and,

Racks of raceways are degreased, washed, rinsed and phosphatized before being dipped in vats of gray or Wiremold buff paint.





Bake, tap, pack . . . and these switch and receptable boxes are ready for shipmer to electrical wholesalers throughout the country.

Rolling mills in company's Raceway Department are kept busy rolling twelve size of raceway for electric light and power and communications wiring.



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# Industry,

Plugmold 2000 with Snapicoil is one of five steel multi-outlet systems manufactured at Wiremold's plant. With outlets spaced from three to sixty inches apart, this system is widely used in homes, stores, offices, factories, institutions.

as the Pittsburgh area was considered the logical one for such operations, a move in that direction was made.

#### **Hartford Move**

However, when Wiremold was introduced, it was discovered that more complicated machinery, tools, and dies—and the skilled people to man them—were needed, so the next move was to Connecticut.

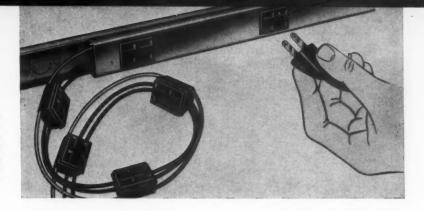
In 1919 the rigid conduit business was sold to General Electric, and from that time forward the concentration



Portion of the press department shows 100-ton, fully automatic Minster in the foreground.

Plenum chamber for air conditioning system of well-known automobile being formed from standard Wiremold flexible air duct on equipment assembled by plant engineers for this specific job.





was on Wiremold which had been introduced three years earlier.

The first Hartford location was at the old Franklin Lamp Works, 83 Woodbine Street, and at that time the name was changed to The Wiremold Company. Ten years later, in 1929, the plant was moved to its present site in West Hartford.

# Wiremold Systems Designed to Fill A Need

Over forty years ago when householders were really starting to use their great new servant, electricity, they soon found that they had to have more outlets. From that time to this, hundreds of different ways have been devised to provide the additional outlets needed— —some of them good; a great many of them bad.

In 1916 The Wiremold Company introduced its first line of surface metal raceway and fittings, and early advertising and publicity pictures pointed out the easy Wiremold way to get the extra outlets needed for the then-new vacuum cleaner, electric iron, and toaster.

Forty-four years later, the need for enough electrical outlets is even greater, and the company continues to point out in its advertising, both consumer and trade, that Plugmold, a Wiremold product, is the easiest way to get these outlets. But now, instead of one series of Wiremold, there are twelve, each with a complete line of fittings. They are stocked by electrical wholesalers throughout the country; known and installed by electrical contractors everywhere.

Much credit is given by the company to their many electrical contractor friends whose comments and criticisms have always been welcomed. As D. Hayes Murphy, founder and present Chairman, says, "It is because we have listened to such comments and criticisms that Wiremold is as good as it is."

Recognizing the many advantages of factory-wired electrical outlet systems, Wiremold, in 1948, was the first company in the field to introduce what was called Snapicoil—a coil of factory-wired outlets all ready for connecting

with feed wiring and snapping into the Plugmold raceway. This Snapicoil is assembled on equipment designed and built by Wiremold people.

#### **Diversification with Air Duct**

In 1942 The Wiremold Company added a division when they started to manufacture flexible air duct on equipment perfected and built by their own people. A unique, two-element duct consisting of a choice of treated fabrics and a helical member (usually steel, but available in other metals), this duct was originaly used-and is still used—as defroster hose and fresh air ducts in automobiles. However, constant research into various types of ducts, fabrics, metals, etc., has led to the development of flexible air duct for use in air conditioning systems and in industry where it is used for all types of industrial ventilation and for conveying pulverized or granular ma-

#### Long History of Top-Notch Employee Relations

The company is proud of its record of no strikes, slowdowns, or walkouts during its entire history. Unionized since 1939 when the company's first agreement with Local BA-1040, International Brotherhood of Electrical Workers, was signed, relations have continued on the same basis of mutual confidence and respect as were enjoyed before that time. Considered unique in the labor relations field is the preamble to the agreement between Wiremold and its union, a portion of which reads as follows:

"The parties to this agreement realize the impossibility of providing answers to all questions which might arise and the futility of trying to plug all loopholes in advance. The purpose of our agreement is to set up certain rules and regulations that are obviously fair and reasonable for every individual and which permit us to work happily together to promote the best interests of our business. Our agreement is based on mutual confidence and respect and there is no provision in it which cannot be unfrozen and either eliminated or modified by mu-



Department of Electrical Engineering's Dunham Laboratory at Yale University makes good use of Plugmold 3000 throughout its new building shown here in the Communications Laboratory where the Plugmold was installed along walls as well as on all benches.

tual consent as soon as it becomes evident to both parties that such provision imposes a hardship or an injustice on any individual or interferes in any way with the most efficient operation of our business. Accordingly, if at any time during the life of this agreement either party believes that any provision herein works to its disadvantage, the other party will, upon request, meet at a mutually convenient time and place to consider the facts and endeavor to settle the matter in a reasonable, common-sense way on the basis of what is right."

#### **Long History of Profit Sharing**

The company's firm belief in the wisdom of employees sharing in profits goes back to 1916 when employees were called Profit Boosters and regular meetings were held. When D. Hayes Murphy was called on for remarks at the first meeting he said:

"My experience has taught me that there are two classes of people in every shop. One is the NO GOOD class. These people do not know a good thing when they see it—the more you do for them, the lazier they get, and the more discontented and dissatisfied and unhappy. They are NO GOOD to themselves and they are NO GOOD to anybody else.

"The other class is the MAKE GOOD class. These people know a square deal when they see it; they take advantage of the opportunities that are offered them, and they get along in the world. This is the class that I am interested in. They will help me

and I will help them. Furthermore, I propose to help a lot of people out of the NO GOOD class into the MAKE GOOD class."



Unlike any other flexible air duct, Wiremold Air Duct is made with flat metal spiral that mechanically locks to the fabric component. A wide variety of metals and fabrics can be used to meet any requirements for handling hot or cold air, gases, fumes, dust, or dry, free-flowing materials.

If Mr. Murphy were to have a per peeve it would be the thought of an employee accepting a profit sharing check as a gift or bonus. He feels strongly that it is the employee's share of the profits which he, through his practical cooperation, helped to earn. He stated this feeling in so many words back in 1917, and he still feels the same way. The checks are called Profit Sharing Dividends and never referred to as bonuses. Wiremold employees, knowing that each quarter they wil receive a share of any profits earned in that quarter, are apt to think twice before wasting time or materials.

#### **Employee Benefits Generous**

Pioneering in this area in the field of providing pensions for its employees, The Wiremold Company has had a formal Pension Plan since 1940, revised and improved in 1952.

Insurance plans include health, accident, hospitalization, and disability insurance, as well as major medical benefits, and several group life insurance policies.

The company pays the complete cost of all these pension and insurance plans except the group life package which includes the health, accident, hospitalization, disability, and major medical, for which the company pays 90% of the cost.

During the war years when families were having trouble stretching their ration points, Wiremold opened a company-operated cafeteria where nutritious meals were available at reasonable prices.

A member of the Hartford Small Plants Medical Service, Wiremold offers its employees the services of a doctor who is in attendance three times a week for counseling. A nurse is on duty full time in a well-equipped First Aid Room.

#### Safety First at Wiremold

Accident prevention has always been high on the list of activities at Wiremold. Any member of the very active Safety Committee has complete authority to close down any job that he considers unsafe.

Their records of no accidents or lost time due to press failures or operator carelessness since 1948 can be credited to clever mechanical and electrical safety devices, to a regular inspection program, and to the use of a scientific work pattern.

This record—so phenomenal that MILL & FACTORY magazine has twice included a story on this press room safety program—is one that Wiremold expects to continue for years to come. On many occasions safety people from plants around the state have

# Wing Your Way To Profit

By JAMES F. FLAHERTY Jr. Atlantic Aviation Corporation, Teterboro, New Jersey



The Beechcraft Twin Bonanza. A six to seven place executive aircraft with a cruising speed of 200 mph and a range of 1,650 miles.

■ TIME is the most valuable thing that a businessman possesses. How he uses his time determines, to a great extent, the degree of success which he will attain.

For this reason, many progressive businessmen are no longer content to

For this reason, many progressive businessmen are no longer content to spend three or four days traveling in order to do one or two days of productive work. They have learned that personal air transportation, commonly referred to as business flying, can shrink space, trim time and facilitate face-to-face contacts thereby doubling—often quadrupling—his productivity.

A large Bridgeport company was recently introduced to business flying when four of it's executives boarded a Beechcraft Business Airplane for a 2 hour and 15 minute trip to a Canadian plant. What should have been a two day journey, consuming 12 travel hours, was accomplished in one day with a round-trip time of just over 4 and one-half hours. The travel time on this occasion was reduced by 62%. Small wonder that business flying is the most rapidly growing segment of our aviation industry.

The main factors which have influenced the fast growth of business flying are: The vast decentralization and dispersion of plants and operations; the limited routes and schedules of public transportation; the concept that time is money and must be conserved and put to the best possible use.

Probably the most common every-day use of business airplanes is to get important people—top level, middle management, and technical—to their destinations quickly. With private air transportation at hand, executives can travel to places not served efficiently, if at all, by public transportation. As a comparison, the domestic airlines have an estimated fleet of 1,300 planes that serve fewer than 600 cities. Today's business fleet exceeds 27,000 aircraft which are capable of landing at any one of more than 7,000 suitable fields in the country.

Here in Connecticut there are paved airfields, which can easily accommodate a business aircraft, conveniently found 2.0 mi. SE of Hartford, 4.0 mi. SE of



Bridgeport, 2.5 mi. SW of Danbury, 2.8 mi. SE of Groton, 2.4 mi. SW of Meriden, 3.5 mi. SE of New Haven, and 2.7 mi. NE of Willimantic. In addition, there are numerous unpaved fields that are accessible throughout most of the year. These "close-in" fields provide busy executives with time savings that cannot be matched in any other way.

During January, the president of a Wallingford firm departed from Meriden for a direct flight to Galion, Ohio. He arrived in Galion at approximately the same time that he would have been leaving New York for Columbus—a 2 hour drive from Galion. The "close-in" fields at Meriden and Galion saved this gentleman 8 hours of driving, a full days time.

More and more, business planes are being used to cut through the time consuming ground travel that precedes and follows airline trips. Going to New York to make connections for a jet flight? Idlewild and La Guardia are only 34 minutes from Hartford, 24 minutes from New Haven, and 19 minutes from Bridgeport. How much time are you spending going to and from the New York Airports and, how often are you doing it?

The cost of a business plane is usually justified on several counts, among which are the conservation of the energies and time of key personnel; the tremendous advantage of being independent of public transportation schedules; the additional area that can be covered within a fixed time; and the important fringe benefit of being able

The Beechcraft M-35, Bonanza. A four-place business airplane with a cruising speed of 200 mph and a range of 1,245 miles.

to spend more time at home. The present trend is toward leasing which has added considerably to the surge in business flying.

Without having to tie-up capital or lines of credit, a company can realize the benefits of personal air transportation and write it off as business operating expense. Half of the lease expenditure can be returned in tax savings and the other half, if the lease contains a purchase option, can be protected by the resale value of the aircraft. Thus, the net cost of leasing results in the attractive figure of \$.04 to \$.08 per mile.

The great improvements now found in modern business airplanes provide safety and reliability to a degree which thinking businessmen and efficiently operated enterprises cannot afford to overlook. Statistics show that fatalities in executive flying run 0.7 per 100 million passenger miles, compared to 2.7 for automobiles. Therefore, on a mileage basis, business airplanes are roughly four times safer than driving your car.

Do business planes really pay off as a rule? In a recent survey conducted among more than 100 owners of light, twin-engine aircraft, 55% said that their company's operations had expanded as a direct result of using a plane, and 91% said that they considered their aircraft "a necessity."

Despite the indicated profit from owning or leasing aircraft it is estimated that no more than 10% of the companies that could profitably use a business plane now operate one.

# What is Industrial Selling?

By KENNETH C. SHENTON, President K. C. Shenton Company, Hartford



KENNETH C. SHENTON

Since nothing constructive happens—such as employment and profits—until goods are sold, C.I. asked Mr. Shenton, an experienced advertising and sales promotion man, to dissect the elements of the industrial selling technique which he has done effectively, we believe, in this two-part article.

A graduate of Pratt Institute and the Air Corps Advanced Flying School, Kelly Field, Texas, the author served as Director of Navigation, Randolph Field, for three years during which he wrote on advanced pilot navigation adopted by U.S. and Allied Air Corps, and was separated from the Air Force in 1946 with the rank of Captain. For a year previous to starting his own advertising agency in Hartford in 1947, he served the Sherman Ellis Agency of New York in a creative and administrative capacity. His agency, which specializes in industrial accounts, has grown steadily until it now occupies its own building in Hartford. Mr. Shenton is also the former editor and publisher of the magazine Carbide Engineering, now a Hitchcock publication.

#### What Is Industrial Selling?

■ AFTER an industrial product has been designed, developed, engineered, tested, improved, re-tested and approved for production—and after plant, production equipment, machinery, personnel and management have begun to function as a team—only one other ingredient is needed to change this industrial collection with its products into a business. That is customers!

product from a manufacturer's production line and interprets this \$2.00 into \$4.00 in the hands of an enthusiastic consumer? What is it that makes a customer want, need, specify and lay down his hard earned cash for your product? The answer is simple . . . it is salesmanship!

#### **Advertising and Personal Selling**

It is not logical to divorce advertis-

THE STATE OF THE S

Industrial selling is the specialized function that starts an industrial business, governs its growth and continues to insure a company's health.

Specifically, the Sales Department is the only income producing department of any business. Every dollar that is spent in wages, plant, equipment, product, expansion, must first be a part of income—a result of someone making a sale. Nothing, absolutely nothing, happens until a sale is made.

What is it that takes \$2.00 worth of

ing—selling in print—from personal contact selling. First, it is impossible to see personally, many of the specialists entrusted with the responsibility of industrial purchasing. Many large companies have a policy of keeping the industrial salesman from many of their specifying and purchasing technicians. And these cases are not in the minority.

Many industrial manufacturers must rely on people they cannot see or sell in person for at least 50% of their orders. For instance, an automotive manufacturing plant with 32 specialists whose primary duty is specifying and purchasing allows salesmen to see only 13 of these people.



An aircraft manufacturer with 14 specifying specialists allows salesmen to see only 6. An industrial machine tool manufacturer with 19 technical specialists who specify allows salesmen to see only 3. And this is a rule rather than an exception in larger companies and is true for other reasons in many smaller companies.

In these hard-to-reach sales areas, the sales department has to lean heavily on sales tools. Advertising ranks number one in these areas and expertly handled, it cuts the cost of selling in most others.

Without catalogs, direct mail or media advertising, therefore, many manufacturers entirely eliminate at least half of their potential market . . . and half of their potential sales . . . and half of their potential growth and prosperity. This is a terrific self imposed handicap in such an extremely competitive society.

# How Industrial Selling Differs From Consumer Selling . . .

Even though every industrial buyer, specifier, purchaser is also a consumer—when he buys a transistor or ball bearings he is a very different person from the consumer who buys a necktie, a new car, or a Sunday suit. An industrial purchaser can bring years of

experience, a storehouse of technical information and practiced logic to bear on an important purchasing decision. Then on his way home he buys gasoline for his car because of habit, convenience or some other equally unscientific reason.



The industrial purchaser, however, is a specialist, trusted by his company to justify the faith they have placed in him. He is constantly aware that the hard earned dollar resources of his company are backing up his buying evaluation, his purchasing judgment.

Why is industrial advertising and selling so different from every day consumer advertising and selling? Does the difference between industrial purchasing and consumer purchasing make a great difference in selling approach? Indeed it does! One way to illustrate this difference is to compare the media carrying both types of sales promotion.

The average consumer reads a consumer publication for entertainment or recreation, or possibly for news of current events or for morbid curiosity. The editors of consumer publications know this and season their stories and editorials to please, entertain, gossip, advise, shock or surprise. Even when the editorial educates, it is usually done with a commercial or political flavor.



The regular trade publication reader reads not for pleasure or entertainment or shock or surprise but to become better informed, more technically aware, more capable. He devours trade literature that interests him and retains and applies what he learns to earn. Trade publication editors know the difference and the most successful ones, it follows, help their technical readers most. Thus, in most industrial publication surveys, the first question asked is, "Which publications do you read?" and the second

question is, "Which do you find most helpful?" Not most interesting—most helpful!

For the same reasons, pretty pictures, entertaining copy and tricky headlines so familiar in consumer advertising definitely detract from most sincere industrial selling efforts.

An extensive consumer advertising survey recently published, shows that the most widely used sales appeal is "THE WORLD'S FINEST . . ." or "AMERICA'S FINEST . . ." Strictly brag and boast. This advertising headline not only takes first place for lack of originality, but, because it is used so much, is probably believed by no one.



This type of selling, industrially, not only wastes valuable advertising money but may raise a doubt in the mind of the industrial purchaser about everything that follows such a beginning.



#### Expert Buying Calls for Expert Selling

Today, we have said, industrial specifying and purchasing is done by highly specialized, technically trained experts-many of them with engineering degrees. These specifiers have prob-lems, needs. They want to be sold. They want to buy solutions to their problems, but they want to buy these solutions from someone who understands their problems. They are more than willing to invest their company's capital in someone who can furnish solutions with a knowledge and sincerity that dissipates anxiety and promises to protect the integrity and the reputation of the technical expert entrusted with the all important responsibility of pur-

Modern successful industrial selling and advertising must be based on sincerity . . . a sincerity based on truth—



based on being sold before trying to sell. A real, true believer takes something into a sales contact that shuns "brag" and "boast"—that carries a conviction that is very close to proof.

Commercial credit files recount an endless number of industrial companies that, in spite of product excellence and substantial financial backing, have failed because they also failed to recognize the vital need for expert sales promotion.



Many other companies today, in prosperous times, just subsist because their sales efforts lack the direction that proved industrial sales promotion skill can and does contribute.

# How to Measure Sales Effectiveness

Much of the guesswork can be removed from industrial selling, marketing and advertising. It is now possible for the informed, efficient advertising agency to prove its ability to attract a larger technical audience for clients sales message, dollar for dollar, than the competition. In fact, if your agency does not offer to do this regularly, perhaps they should be requested to do so. It may help answer the question—Which company is equipped to become dominant in your field?

# Readership Proves Ad Audience Attention!

Readership studies conducted by independent (not associated with publishers, advertisers or agencies) research groups can prove quite conclusively that whereas one ad is read by only 4% of the total circulation of a publication—another competitive ad may be read by as much as 52% of the audience.

One company spends \$13.00 to keep up promotionally with its competitor each time the competitor with superior guidance spends only \$1.00.

It is easy to project the sales success each competitive company can expect when the first company's ad agency runs 13 ineffective ads to accomplish the same sales stimulus as the second company's agency accomplishes with one.

Sometimes the sales skill of one agency can attract greater attention from the audience they have chosen to try to sell with smaller, less expensive advertising space. The fact is, this happens quite often.



#### Size, No Measure of Skill

One very startling fact that results from a thorough study of Readership Studies is that every ad agency, large or small, that prepares an ad that becomes part of one of these independent readership studies competes on equal terms with the largest advertisers and the largest agencies. But, and here is the startling statement—there is very little correlation between the size of an agency and their ability to attract and hold the attention, through industrial advertising, of the prospects they attempt to influence and eventually, to sell!

#### Poorly Planned Contact and Advertising Wastes Millions

Sales Management magazine has published the results of an industrial survey that indicates that "64% of Salesmen's calls are on the Wrong Man!" This is a tremendous waste of sales promotion dollars . . . especially when the average industrial sales call costs over \$20.00.



Mr. Charles Mortimer, President of General Foods, says, "The surest way to overspend on advertising is not to spend enough to do the job properly. It's like buying a ticket three-quarters of the way to Europe; you have spent some money, but you do not arrive."



Ineffective industrial advertisingthat is, industrial advertising prepared by agencies that specialize in consumer selling and that apply consumer techniques to technical, industrial selling could, and many readership studies indicate, are wasting millions of dollars because they sell their own services to advertisers very much more con-vincingly (because this is consumer selling) than they are able to sell the industrialist's products to his eager, anxious but surprisingly well informed industrial market. It is a fact that the technical products and the intelligence of those who buy and use these products is developing much faster than many sales and advertising people are developing in comprehension and technical sales ability.

# What Does the Industrial Buyer Want to Know?

The importance of the industrial specifying, purchasing function is evidenced by the fact that roughly two-fifths of the national gross product is made up of industrial sales as opposed to consumer sales. Is it any wonder that industry delegates its vital purchasing functions to many of its shrewdest, best informed, technically trained experts. On their good judgment depends their company's product quality, reputation, profits and future growth.



We have said this qualified purchaser wants to be sold in terms, and with a sincerity, that protect his judgment after he has purchased. In other words, sell in terms of your prospects' needs (user benefits), not in terms of your pride, ego or the brag and boast that insists you are right or best, without reason.

In advertising—salesmanship-inprint—readership reports will measure how many people read your message, or in other words, how many of the prospects in the audience you are paying to talk are awake . . . and how many of those who are awake really care or believe enough to hear you out.



Readership studies really do measure the reception for your message but the only indisputable yardstick of real skill in salesmanship is the sales record. How many prospects laid down their hard earned cash for your products?



# Is Salesmanship Really Necessary?

Many will say, "No." A few others still believe in the "better mousetrap" theory, but, not many of them are stills in business. Product quality, engineering excellence, price, delivery, friendship, service, it's true, are all essential factors, but a company with all of the foregoing in abundance is not even in business until they have a customer—and those things don't make customers, they only keep customers. (To be concluded in the May issue.)

# New Hope for Free Enterprise

By ROGER WILLIAMSON, Chairman Connecticut Committee for Economic Freedom Guilford, Conn.

In the ten minutes required to read this brief article you will be rewarded by learning of one of the most novel and promising proposals to confine our federal government behind the walls of our Constitution as originally intended, to restore sovereignty and greater tax sources to the states and to renew the true spirit of enterprise. Like any suggestion to reduce the growing octopus of federal intrusion into the governmental domains of the several states and of the thousands of local governments and the private lives and enterprises of American citizens, this proposal is controversial, especially to those who constantly advocate the granting of more power to the federal government by a wide variety of methods.

The author of this article received his B.A. Degree from Williams College in 1933 and was secretary to the Committee on Commerce, U. S. Senate, from 1935 to 1940. He served during the war as a lieutenant in the Coast Guard. From 1945 through 1948 he was a manufacturers representative in Washington, D.C., and since 1948 has been associated with A. W. Benkert & Co., an investment banking company of New York. He accepted the non-paid chairmanship of the Connecticut Committee for Economic Freedom as

a civic duty because of his sincere belief in its objectives.

■ Both Democrats and Republicans as well as Independents realize that the Federal Government has gone too far in taking over private enterprise functions. Even the layman knows that in 1940, when our country was preparing for war, the budget was only \$9 bil-lion, whereas today, just the interest alone on our \$290 billion debt, is \$9.6 billion. Also, he knows the cancer is not the defense expenditures, but, rather, other expenditures which were \$19 billion in 1953-54, and today are \$36 billion. But whenever one brings up this subject and asks what can be done the usual reply is a hopeless shrug of the shoulders and the reminder that complete Socialism is just around the corner.

However, heartening progress has already been made with a promising movement to prohibit the federal government from engaging in corporate activities in competition with private enterprise. The lines of action are similar to the movement several years ago when there was an attempt to amend the Constitution to limit Federal Income Taxes to 25%. The idea was to take it through the states, one by one until the necessary two-thirds would compel Congress to call a Constitutional Convention. Many do not realize that this proposition was approved by thirty-three states-more than enough to compel Congress to call a Constitutional Convention. Why did Congress not act in accordance with the states' desire? The reason was that the states did not pass identical resolutions; therefore, Congress could do nothing. It is probably well that nothing came of this proposal, because it did not come to grips with the core of our problem.

The core of our problem is that the Federal government now owns 40% of the land area and 20% of the industrial capacity of this country. The government is now engaged in over 700 corporate enterprises which compete with private enterprise. They do not pay taxes; they have no interest costs nor dividend payments, and usu-

"I am convinced that no real reform of our national government's finances can be accomplished without a massive reduction of government spending. This should eliminate (1) government industrial enterprises, which generally compete with private business, (2) government functions properly belonging to the states, and (3) all give-aways.

"It is objected that this drastic program could not be accomplished. Such defeatism fails to see that, even without hope of quick and complete adoption, we must set up our ideals, so that whatever steps may be taken shall at least be in the right direction." Comment by Fred R. Fairchild, Knox Professor Emeritus of Economics, Yale University; Author of "Understanding Our Free Economy," a textbook on Economics; and

former Tax Advisor to MAC.

ally operate free of rent and other expenses. Every year, Congress adds to these business enterprises either by increasing their sizes or adding new ones.

For fifteen years, Mr. Willis E. Stone\*, industrial engineer, has been studying and indexing the various government corporations which are in competition with private industry. With the information collected and indexed and cross referenced, a splendid start was made last year to call a Constitutional Convention. The proposal was formally approved by two states, namely, Wyoming and Texas. Furthermore, the proposal is being brought up before Arizona, Nevada, New Jersey, Michigan, Louisiana, and Florida at the present time. Efforts will be made before other state legislatures as follows: Colorado, Connecticut, Georgia, Illinois, Indiana, Iowa, Massachusetts, Minnesota, Mississippi, Missouri, Montana, Nebraska, Oregon, Pennsylvania, South Carolina, Tennessee, and Washington. If it goes through five more states this year, the tally will be 20% of the necessary states to call a Constitutional Conven-

The identical resolution being adopted in each state reads as follows:

"Section 1. The Government of the United States shall not engage in any business, professional, commercial, financial or industrial enterprise except as specified in the Constitution.

"Sec. 2. The constitution or laws of any State, or the laws of the United States shall not be subject to the terms of any foreign or domestic agreement which would abrogate this amendment.

"Sec. 3. The activities of the United States Government which violate the (Continued on page 42)

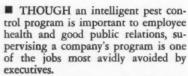
°Mr. Stone, chairman of the National Committee of Economic Freedom, a direct descendant of Thomas Stone, signer of the Declaration of Independence, and a great-grand nephew of Ralph Waldo Emerson, has spent his business life observing the developing pattern of creeping political domination over all business and industry. He is the publisher of Fact Sheet, which, among other things, analyzes the operations of government-owned enterprises. He also publishes American Progress magazine, writes for many publications on business and political affairs and is the author of "American Way," a newspaper column appearing regularly in more than 3,000 newspapers in the country. In demand as a speaker, Mr. Stone has addressed both large and small audiences in most states of the Union. He is also active in American Legion Affairs, and is past district governor of the Lions Club. His home is in Los Angeles, California.

# A Businessman's Guide To Pest Control

By JERRY S. LEVY, President Ace Pest Control Service, Inc.



To keep your plant or office from becoming a "picnic" for ants, insist on cleaning that thoroughly eliminates food crumbs, excess grease or dampness. Have storage areas treated with insecticides. Don't make ant hills out of molehills—should a problem arise, demand 24-hour service from your exterminator.



There are two reasons for this. First, the job brings little recognition if done well, but strong criticism if done badly. Second, there are few areas of management "know how" in which executives are more in the dark.

Though the pest control job may remain a thankless one, adequate knowledge is easier to acquire than many executives realize.

Very frequently, when a pest problem arises, it results from a widely accepted fallacy: that cleanliness is a sure-fire protection against insects.

Housewives know better. Even the most fastidious homemaker is aware that she must do something to prevent moths, for example. Fact is, at least six common winged insects may be found in the best kept homes. And regardless of precautionary measures there is always the problem that a rodent may enter a building from outside.

Industry has all these problems and more. At a plant in northern Connecticut, for example, an infestation was traced to an incoming shipment of goods that had traveled over 1,500 miles! Elsewhere in Connecticut, one of the most spotless cafeterias I have ever seen became repeatedly infested with insects normally found in gardens. The carrier: an employee who crossed his garden on the way to work each morning.

One of the most amazing aspects of pest control is the speed with which



Jerry S. Levy is president of Ace Pest Control Service, Inc., with offices in Stamford, Norwalk, Danbury, Bridgeport and Waterbury.

insects multiply. The musca-domestica (house fly), for example, is widespread in Connecticut. Just two of these insects can produce 191,000,000,000,000-000,000 offspring in just one summer! Insect durability is also incredible. The cockroach, another common pest in this state (there are more cockroaches than people in Connecticut) has been known to live without food or water for 43 days! All told there are over 850,000 types of insects in the world, of which well over 100 are a nuisance—or worse—in this state.

Damage figures are also startling. According to statistics compiled by the U. S. Department of Agriculture, insects in America cause an annual loss of over \$3 billion!

#### **Control Measures**

Just as fish require water and mammals need air, insects also require a specific atmosphere in which to exist. The key to successful pest control lies in eliminating this atmosphere.

To most insects, "Miami Beach" consists of a draft-free nook in which there is warmth, water, suitable food and a place to produce young. Electric motors, for example, are big with the bugs as a resort area. The warmer parts of vending machines, if untreated, are also choice locations.

In basements, crevices in the wall or floor are popular. In kitchens, damp mops provide the place. Of course, anywhere that food is left uncovered becomes an insect supply depot.

How can these areas be made less habitable? There are five measures that should be taken:

1. Screen off all possible openings

that allows pests to enter your build-

Store food stuffs well off the floor and refrigerate perishables immediately.

3. Keep garbage units tightly cov-

ered.

 Insist on cleaning operations that thoroughly eliminate food crumbs, unnecessary grease and dampness.

Develop a routine of handling and storing supplies that will avoid pest damage and save dollars. Remember, sanitation is the first step in pest control.

# Dealing With A Pest Control Service

No matter which service you use or how much you pay—the quality of work you get depends not only on the men who do the job, but also on your own knowledge of pest control problems and practices. To be free from trouble, and get the best value for your money, there are six rules to which nearly all pest controllers would agree:

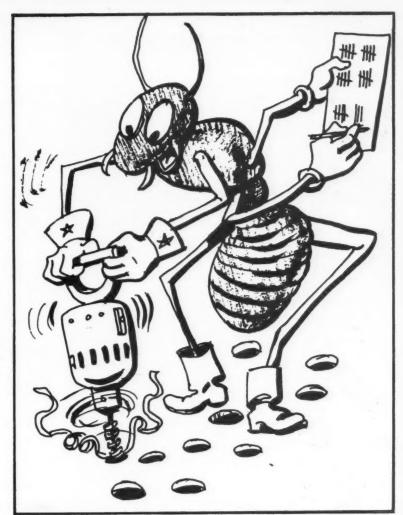
1. See that one person in your company is in charge of the pest control program. If the controller must check with a different person each call, he'll have to charge you more or spend less

time on service.

2. Don't feel that you are wasting money if no infestation is ever discovered. Like a fire inspector, the controller's job is to prevent trouble, not just solve problems when they arise.



This rover will keep moving, his gnawing hunger unsatisfied, if you schedule an effective program of termite control. Maintain good ventilation, curb dampness, learn to distinguish between termites and other insect pests. Best of all, have your premises inspected annually by a reliable pest control operator.



No executive can afford to be bored by the problem of pest control. To prevent insect armies from lining up in drill formation, pay particular preventive attention to storage areas, electric motors and vending machines, all favorite insect "resorts."

(Firms that prevent actually charge more than those who "shoot on sight.")

3. Never use rat poison in a building where any area is hard to reach. A trap is much better. There are times when a live rodent is almost preferable to a dead rodent that can't be found.

4. If, less than a year after you retain a new service, the rate goes up, interview at least one other control service. An unfortunate but common practice in the pest control industry is to bid less than the job costs, then raise rates.

5. Demand 24-hour service if a problem is discovered. Because of the speed with which insects breed and spread, the risk of embarrassment—and the work required for effective control—is not twice as great, but more like ten times as great, if a problem goes untreated for two days rather than one.

6. Follow your controller's advice with respect to internal pest control

measures. Doing this, doing that and doing the other thing all take time, but the time will help you to avoid embarrassment, save on pest control fees—and far more important, guard the health of your people and the good name of your firm.

#### **Odd Facts About Pests**

One method used by exterminators to locate a dead rodent is to release several blue-bottle flies in the area. The flies settle directly over the locality of the pest.

Of all the animals and insects that existed 250 million years ago, only the cockroach has survived virtually unchanged.

For centuries, Chinese and Japanese waged cricket fights (one cricket vs. another) and a good fighter was worth up to \$100.00. On one champion, named Genghis Khan, \$90,000 was actually wagered.

How protection in depth helps cut compensation costs



# Has your health program had a free checkup lately?

A smooth-running employee health program can pay for itself many times over by reducing accidents, absenteeism and worker inefficiency. Liberty Mutual's Loss Prevention Medical Department includes 6 full-time physicians and 27 nurse consultants. Their job: to help policyholders improve their medical facilities and records, assist in job placement procedure and set up a program of employee health education. This is but one of the many Liberty Mutual services that add up to protection in depth. For more facts about Liberty's protection in depth and how it can help lower your business insurance costs, get in touch with the Liberty Mutual office nearest you.

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# **News Forum**

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

♦ THE NORFOLK Products Corporation, a new Connecticut corporation which started operations recently in Norfolk, will manufacture and market precision woodworking tools used by furniture manufacturers, boat builders, cabinet makers and carpenters and home craftsmen. The trade name of the tools is Circle-Sink.

Officers of the new company are Ross R. Williams, president and treasurer; Frank R. Hurlbutt, vice president and secretary. Gloria Van Fleet Williams and Robert E. Ransom, inventor of Circle-Sink tools, will serve on the board of directors with the officers.

♦ THE UNITED ILLUMINATING COMPANY plans to spend over \$21,-000,000 for new construction in 1960 to keep ahead of the Bridgeport and New Haven areas' rapidly growing use of electricity.

UI President, William J. Cooper said the capital outlay, biggest sum for any year in the company's history, will be used to meet future needs for more electricity by homes, business and industrial plants.

Mr. Cooper said the company is also planning ahead to the day when atomic power will become a practical and economical way to make electricity. The utility will spend \$250,000 over a five-year period as its share of the research and developments costs that will go

into constructing an experimental nuclear power plant near Philadelphia.

To carry out this project, UI and 52 other investor-owned companies in the country have formed the High Temperature Reactor Development Associates, Inc. The General Dynamics Corp. is currently developing the plant's nuclear reactor.

Scheduled for completion in 1963, this nuclear power plant will be the first designed to produce steam at high temperatures and high pressures that meet efficiency requirements of modern steam turbine designs.

♦ G. BRUCE WILSON has been appointed assistant eastern regional sales manager for Norma-Hoffmann Bearings Corporation, Stamford. Since 1958 Mr. Wilson has been Detroit district manager for Norma-Hoffmann, manufacturers of precision ball roller and thrust bearings.

A mechanical engineering graduate of Duke University, Mr. Wilson was previously sales engineer for New Departure Division, General Motors Corporation, and Detroit district manager for Waterbury Manufacturing Division, Chase Brass and Copper Co.

♦ VEEDER-ROOT INCORPORA-TED, manufacturers of computers and counting instruments, has acquired the assets of Mac-it Parts Company of Lancaster, Pennsylvania, manufacturers of alloy steel screws, it was recently announced by Wilbur C. Stauble, president of Veeder-Root, and Mrs. Alma S. Mueller, president of Mac-it.

Mac-it will continue to operate at its Lancaster plant as a wholly-owned subsidiary of Veeder-Root. The company was founded in 1912, and is said to be the oldest manufacturer of alloy steel screws in the United States.

♦ LECOUNT TOOL WORKS, INC., West Hartford, manufacturers of precision expanding mandrels, has purchased the patent and all rights to the Grimes Hand Tapper.

The unit will be manufactured by LeCount and sold through its exclusive manufacturers representatives, under the LeCount name.

The tapper was designed as a machine tool accessory to be used on drill presses, lathes, jig borers, and vertical millers. It produces precision threads in a No. 0 to ½ inch size range, and comes in two models—Model 44 with a #8 to ½" chuck capacity and the Model #44A with a 2 to 5/16" chuck

♦ A REORGANIZATION of public relations functions and the creation of two new divisions, Information Services and Community Services, was announced by Joel Hunter, president, Crucible Steel Company of America.

capacity.

The reorganization is designed to present Crucible and its growth in research, production and distribution activities to the general public through Information Services and to present the company and its objectives through community services to its employees and communities in which its plants are located.



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Michael Stumm, manager of advertising and promotion for Crucible since 1948, has been appointed director of information services. Leo J. Murphy, formerly manager—public relations, has been named manager—community services.

♦ CHARLES H. KAMAN, president of Kaman Aircraft Corporation, Bloomfield, has announced plans for the construction of an addition to the company's facilities.

The addition will increase the company's floor space by 41,000 square feet; half of it will be high bay area for working on and hangaring helicopters. The expansion brings Kaman's floor space up to 826,000 square feet, an increase of over 25% in the last year.

Recently the company leased space in the former Fuller Brush plant in Hartford for its Service, Purchasing, Spares, Overhaul, and rotor blade con-

struction operations.

♦ KENNETH A. MERZ has just been appointed engineering manager of the Air Impeller Division of The Torrington Manufacturing Company, Torrington, producer of fans, blower units and wire-forming machinery. Replacing C. A. Hathaway, who has been made assistant general manager of the division, Mr. Merz will supervise all design and development of impeller products, the company's air and sound laboratory testing services and application engineering.

Mr. Merz has been assistant chief engineer for three years and, in addition, was last year appointed produc-

tion engineering manager.

♦ THE APPOINTMENT of Donald E. Briere as product planning manager of The Gray Manufacturing Company, Hartford, has been announced by John W. Wibel, president.

Mr. Briere joined Gray in 1956 as administrative assistant to the vice president in charge of manufacturing.

Mr. Wibel also announced the advancement of Marcel E. Cavagnac to

assistant works manager.

Mr. Cavagnac has been associated with Gray for the past eight years, starting in 1952 as chief time study and methods engineer and has also held the position of manager of production planning and assistant to the vice president of operations.

GEARCOID Gage Type 110, a new heavy-duty, geared-movement pressure gage, has been designed for a wide range of industrial applications. Recommended for oil, air, water, steam, gas or any other media not corrosive to brass or bronze, the device has been

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pany, Bridgeport.

Integral design of the socket, tube, tip, movement, pointer and dial assembly permits installation by hand-turning the gage case and eliminates inaccuracies in pressure readings resulting from any distortion of piping. The gage also features a heavy-duty drawn steel case, a friction type snap-on ring that is beaded for lens protection and a double-gasketed lens.

♦ A NEW BULLETIN, AP-1 which describes and illustrates the company's line of bearing balls, metal finishing materials and decorative steel shapes, has been announced by The Abbott Ball Co., Hartford.

The advantages of construction, performance, and adaptability of each product are discussed in detail. Representative applications, size and dimensional data, and a list of Abbott's sales agents are given. Also included is important tabular information on conversion of old Abbott standard ball nomenclature to the new simplified AFBMA nomenclature.

♦ G. W. RHEIN has been appointed a product manager for Edwards Company, Inc., Norwalk, 88-year-old manufacturer of control, communications and protection systems, it has been announced by Robert L. Kempton, marketing vice president.

Formerly a vice president of Audio Teaching Center, Inc., and president of Rhein Sound Systems, Inc., both of New Haven, Mr. Rhein has spent more than 25 years in the electronics indus-

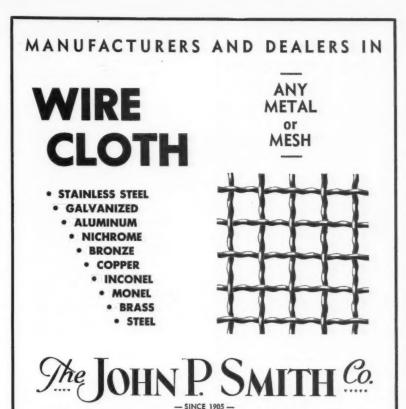
try.

♦ METAL GUARD is a new rust-preventive, lubricating oil spray announced recently by Mitchell Chemical Co., Inc., Milford. The company claims that the latest developments in basic rust-preventive additives, polar compounds and lubricants have been incorporated in the Metal Guard formulation for rust prevention and lubrication.

It is packaged in a 12-oz. aerosol spray container and will atomize into smaller, finer, more penetrating spray from the nozzle of the container, resulting in a more uniform, more water-displacing and a more closely attached film of rust preventive and lubricating film.

♦ FOUR new Technical Process Bulletins have recently been published by Tumb-L-Matic, Inc., Stamford, barrel finishing equipment and compound manufacturers.

The bulletins entitled "The Quicklustre #104 Wax Process," "Finishing

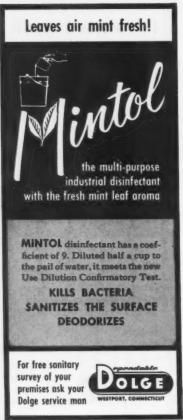


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# PLUGMOLD **GIVES MORE OUTLETS FOR** LESS MONEY

On shop benches, in offices, or anywhere circuit flexibility and use flexibility is wanted, Plugmold multi-outlet surface wiring is best.



W. Buck as engineering manager of The United Illuminating Company, New Haven, has been announced by Edward H. Walton, vice president-

engineering.
Mr. Buck was formerly superintendent of engineering for 10 years. A graduate of the Massachusetts Institute of Technology, he started with the electric utility in 1940 as supervisor of plant accounting.

Plastic Buttons with Tumb-L-Matic's

DL Process," "No Wax, High Lustre Finishing with the DL Process," and

"The Barrel Finishing of Resistor Leads," are available from the company.

◆ THE APPOINTMENT of Floyd

Eugene W. Somerville was also appointed to the post of general superintendent, it has been announced by Marshall F. Beebe, vice president-

operations.

A graduate of Worcester Polytechnic Institute, Mr. Somerville joined UI in 1942 as a test engineer in the Production Department of the company's Bridgeport Division.

♦ CONSTRUCTION of a new 40,-000 square foot plant in Danbury has been completed by The Viking Wire Company, Inc., it has been announced by John W. Hoffer, president.

The new plant, reported to be one of the most modern in the magnet wire industry, is operating on three shifts, seven days a week.

The plant is air-conditioned, has its own research laboratory conforming to military and NEMA specifications, a cafeteria, machine shop, and 100% inspection of all wire products in production. A careful temperature control is maintained in the plant, and all facilities are electrically controlled.

♦ HOWE SOUND COMPANY, Danbury, has recently acquired all the outstanding stock of Triplett & Barton, Inc., Burbank, California.

Triplett & Barton has been a pio-

neer in the manufacture of portable industrial x-ray equipment. The company's products will be distributed through the sales organization of Sperry Products Company, a division of Howe Sound, located in Danbury.

Testing laboratories have been maintained by Triplett & Barton in Burbank and Wichita, Kansas. The Burbank laboratory is used for both nondestructive testing, as well as process development and control. The Wichita laboratory is devoted to nondestructive testing of materials and equipment. Both facilities will be maintained by Sperry Products Company. The company's manufacturing operations, however, will be moved to the Sperry plant in Danbury.

♦ ALOIS J. FORGER, general plant superintendent at Pitney-Bowes, Inc., Stamford, for 14 years, was honored by 400 fellow workers recently at a retirement party at the company's Vonderlieth Hall.

Mr. Forger began his 20 years with Pitney-Bowes as a tool and die maker. He was named assistant to the plant superintendent in 1944, and two years later became general plant superinten-

♦ THE APPOINTMENT of Ercole I. Vitali to be manufacturing manager of Chandler Evans Corp., West Hart-ford, has been announced by Thomas Linder, Jr., company vice president for manufacturing.

Mr. Vitali, who joined Chandler Evans in 1939 and most recently was manager of its engineering test and experimental departments, will head all

manufacturing activities.

A graduate of Yale University, Mr. Vitali joined the company as a test engineer. In 1943 he was named a project engineer and became its quality control manager in 1952. Four years later he was made assistant chief engineer and became chief of the experimental department in 1958.

#### Clean Out

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Functional and practical in new design and features, the Royal Electric typewriter just announced by Royal McBee Corporation sets new standards in typewriter performance. Greater speed and efficiency, and the finest professional printwork are made possible by a number of innovations including uniform key dip and double-case impression regulator.

♦ JAMES J. MALARNEY and Richard J. Conway have been elected to the board of directors of The Taylor & Greenough Company, Werbersfield

& Greenough Company, Wethersfield.
Mr. Malarney and Mr. Conway are both vice presidents of the forty-nine year old company which serves as consultant to many Connecticut and Massachusetts industrial firms on advertising, marketing, promotion and public relations problems.

♦ HIGH SPEED data processing techniques have been incorporated in the operation of the American Thread Company, New York, with a plant in Willimantic, Conn. The company's compact IBM RAMAC 650 tape installation is one of the first fully integrated systems in textiles and the first within the industry in New York.

The company has begun billing and sales analysis and over the next several months will be taking on inventory control, budget analysis and

production planning.

A network of seven regional installations at key mills and distribution centers will process and relay production and shipping data to the firm's New York headquarters. Here, in an air conditioned room within a room, a computer and associated equipment will run through their paces: calculating, comparing numbers, making logical choices, storing data, reading and writing. From this will come such records as invoices, sales studies, accounts receivable records, budget comparisons, inventory reports and production reports showing departmental backlogs, machine

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loads and the status of each process order.

♦ ANNOUNCEMENT of the appointment of Thomas W. Rogerson as manager, product planning and market research, has been made by the Haydon Division of General Time Corporation, Torrington. In his new position, Mr. Rogerson will supervise all market research activities and will be responsible for directing a continuing program designed to assure the development of new products to add to the division's present line of timing motors and devices.

He is a graduate of Edinburgh University and holds a B.S. degree in

mechanical engineering.

The company has also announced the appointment of Glenn S. Johnson as advertising manager. In addition to being placed in charge of the division's advertising, Mr. Johnson has been given collateral responsibilities in sales analysis, sales promotion and market research.

Mr. Johnson is a graduate of the University of Wisconsin, receiving a B.S. degree in Journalism in 1954.

SCOVILL Manufacturing Company, Waterbury, has recently announced approval of a five and one-half million dollar program to integrate the production of aluminum alloys from the melting of basic aluminum to the rolling of finished sheet. Work is now underway on the project.

During the past two years the company has done intensive research work with an experimental pilot plant, and has perfected a new and practical continuous casting process for aluminum.

Scovill engineers explain that, in one continuous operation, aluminum pig and scrap are melted, molten aluminum is poured into the casting machine, solidified and hot-rolled on a tandem mill, then specially surface-finished and delivered at the end of the production line in wide coils ready for subsequent cold finishing.

♦ REPUBLIC FOIL, INC., Danbury, producer of aluminum foil for electrical capacitors, packaging and decorative purposes, has opened the company's new Electrochemical Division at Salisbury. North Carolina.

at Salisbury, North Carolina.

John W. Douglas, Republic's president, said that initial production of the Electrochemical Division is etched 99.99% aluminum foil used in electrolytic capacitors, an essential component in the electronics industry. The foil is rolled at the Rolling Mill Division of the company in Danbury and shipped to Salisbury for processing.

♦ JAMES R. HIGGINS has been

appointed controller-treasurer of Bridgeport Rolling Mills Company, Bridgeport, it has been announced by Pierce M. Welpton, president.

For the past six years, Mr. Higgins has been associated with Olin Mathieson Chemical Corporation, most recently as production control superintendent of brass mill operations at East Alton, Illinois.

♦ SETON NAME PLATE COM-PANY, INC., New Haven, manufacturers of metal and plastic identification markers, has been awarded a contract for furnishing anodized aluminum cable identification tags for use on electrical controls for the Titan Missile Project at Vandenberg Air Force Base, California.

The company has recently completed manufacturing color-coded valve identification tags installed at the new Air Force Academy at Colorado Springs.

♦ A NEW 1825 SERIES of wire size drill blanks, numbers 1 through 80 has been added to The Atrax Company's extensive line of precision ground solid carbide cutting tools.

The Newington company describes the blanks as precision ground from the solid in grade C-2, to tolerance of +.0000 —.0005. The complete range of diameters runs from .0135 to .2280.

♦ REEVES SOUNDCRAFT COR-PORATION, Danbury, has purchased the blank recording disc manufacturing facilities and inventories of the Bogen-Presto Division of the Siegler Corporation, it has been announced by Frank B. Rogers, Jr., executive vice president of Soundcraft. Bogen-Presto retains and will continue to manufacture its complete line of disc recording turntables, tape recording and background music equipment and accessories for the professional and hifidelity market.

Reeves Soundcraft Corporation has been a prime supplier of blank recording discs since 1946 with its manufacturing plant in Allentown, Pennsylvania. Soundcraft will unite its Allentown operation and the new Bogen-Presto acquisition in its recently completed magnetic recording products plant at Danbury.

♦ SOME 369 secondary school students from 40 schools in Connecticut had completed their essays by the January 20 deadline in the 1960 Essay Contest sponsored by the Governor's Committee on Employment of the Handicapped in cooperation with the President's Committee on the Physically Handicapped.

This year's showing is by far the

best demonstrated during the twelve years in which the contest has been held, for only four years ago only 47 essays were received from 15 schools, as compared to 369 essays from 40 schools this year.

More than 50 community leaders serving as judges from 16 community areas will select some 73 contest winners, each of whom will receive a certificate of merit signed by the Governor, with many others receiving community prizes and local recognition. The first prize winner will be entered automatically into national competition and the writers of the five best essays on this year's topic, "Jobs for the Handicapped, Passports to Dignity," will receive state prizes amounting to \$1,000.

♦ THE PROPOSED summit conference between labor and management which was tentatively scheduled for June 1 to 5 under the sponsorship of the American Assembly at Arden House in New York, has been cancelled due either to George Meany's inability or unwillingness to attend, according to a telegram sent late in February by Rudolph F. Bannow, president of the National Association of Manufacturers, to Frederick Mueller, Secretary of Commerce.

Mr. Bannow, who is also president of Bridgeport Machines, Bridgeport, wired Mr. Mueller, in part, as follows:

"It is with surprise that I have just learned that it has been necessary to cancel the plans for a conference between representatives of labor and

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and Decorating Company management under the sponsorship of the American Assembly at Arden House in New York. I have been ready and willing to participate in such a conference, as suggested by you and Secretary Mitchell. As you know, I had agreed to attend the first exploratory meeting which was set by Dr. Wriston for Mr. George Meany and me to meet with him on January 19, 1960. This meeting was cancelled because of Mr. Meany's inability or unwillingness to attend.

"I am generally familiar with the many further efforts you and your associates have made to reinstitute such a meeting and the objections thereto which have been raised by Mr. Meany. In view of his frequent public statements urging a labor-management conference, it is difficult to understand his position and, indeed, this raises a question as to the reasons for his initial suggestion."

♦ JAMES H. NAPIER, president and general manager of The Napier Company, of New York City and

Meriden, died recently in New York.
Mr. Napier had served as general
manager of The Napier Company
since 1914, and as president since
1920. Under his guidance, the company has grown to its present leadership in the fashion jewelry manufacturing field.

He was interested in many charities in New York and Meriden, especially the Children's Cancer Fund of America in New York. He was a member of many organizations in New York and Connecticut.

Mr. Napier started his career in the manufacturing field with the General Electric Company, Schenectady, New York, and then joined the International Silver Company in Meriden.

♦ THE LINE of automatic taping machines manufactured by the Machinery Division of the Wagner Iron Works, Milwaukee, Wisconsin, has been purchased by Emhart Manufacturing Company's Portland Division.

Consisting of four models, the recently redesigned equipment becomes a new series in the Standard-Knapp line of packaging machinery. It will now carry the name S-K Autotaper.

♦ CGS LABORATORIES, INC., Wilton, has announced the formation of a new Magnetic Components Division. John L. Gray, who for the past four years has been contract engineer for the company's component products, has been named division manager.

The formation of this division is a culmination of CGS Laboratories' thirteen years of experience in developing advanced design magnetic components.

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♦ RUFUS C. STILLMAN has been appointed assistant to the president of The Torrington Manufacturing Company, Torrington, producer of fans, blower units, and wire-forming ma-

Mr. Stillman, who had been director of industrial relations and assistant to the general manager of the Air Impeller Division, will now assist the president, Andrew Gagarin, in operating matters in the Air Impeller, Specialty Blower and Machine Divisions.

♦ ALBERT S. REDWAY has joined the corporate staff of The Stanley Works, New Britain, and will work with Ray H. Bartlett, director of longrange planning on special assignments.

Mr. Redway resigned in October 1959 as president and director of Rockbestos Wire & Cable Co. of New Haven. Before his election as president of Rockbestos in 1955, he held a similar position for five years with the American Paper Goods Co. in Kensington.

He has been active in many professional, business and civic organizations, and is a past president of the Manufacturers Association of Con-

necticut.

♦ JAMES A. GRAY has been named general sales manager of Connor Engineering Corporation, Danbury.

Mr. Gray will supervise and direct the sale of Connor's three product lines, the high velocity valve attenuators, Kno-Draft air diffusers, and Dorex air purification equipment.

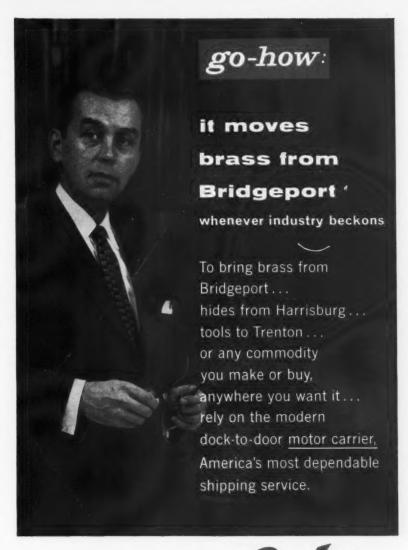
Before joining Connor, he had been with the Worthington Corporation for ten years, serving in Baltimore, Cleveland, and, most recently, in Holyoke, Mass. as a sales manager.

♦ DALE MITCHELL, president of the Waterbury Farrel Foundry & Machine Co., division of Textron, Inc., has announced the appointment of Arthur S. Nippes as a vice president.

Mr. Nippes was previously consultant to the president of Simonds Saw & Steel Company, Fitchburg, Mass., and vice president and general manager of Disston Division of H. K. Porter Co., Pittsburgh, Pa.

♦ A NEW respirator cartridge with eight to nine times the life of those now on the market, has been developed for protection against metallic mercury vapors.

Manufactured by American Optical Co., Putnam, the cartridge contains iodized charcoal, and is said to afford workers safety from the injurious fumes over a far longer period than ever before possible.





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Mercury vapors are a hazard in many industries, including the manufacture of recording and control instruments; electrical switches; photographic equipment; fluorescent lamps; chlorine and caustic soda; industrial castings; and in medicine and agriculrure.

♦ A NEW AIR operated chuck designed especially for use on automatic chuckers is being introduced at the ASTE Show, Booth No. 1021, by The Cushman Chuck Company, Hartford.

Incorporating many advantages heretofore unavailable in workholding devices used on automatic multiple spindle machines, the Cushman Chucker Chuck features a small overall diameter with an exceptionally large bore capacity and an unusually high lever ratio of 6:1.

In addition to ample cross section for strength and precision performance, the jaw bearing surface is in line with workpiece grip. All chuck surfaces are hardened and ground except for soft face and flame-hardened ways thereby providing a long accurate service life.

♦ A NEW COMBINATION fuel filter assembly has been announced by Hartford Machine Screw Company, Hartford. It incorporates the features of the standard Roosa Master Fuel Filter with those of a water trap. Under the filter element there is a glass sediment bowl which enables the operator to see if water is in the fuel. A drain providing for release of accumulated water is located at the bottom of the sediment bowl and an air bleed is provided at the top of the filter, in the filter body itself.

The Combination Filter is composed of three basic assemblies: The filter body, the element and the sediment bowl. There are two types of filter body assemblies: one for bracket mounting, the other for mounting

directly to the underside of the fuel

♦ THE APPOINTMENT of E. J. Bligard as manufacturing manager, MB Electronics, has been announced by George H. Mettler, president. MB, located in New Haven, is a division of Textron Electronics, Inc., and a pioneer in the field of vibration.

Mr. Bligard, formerly plant manager of the Machine Shop Division, joined MB in 1950 as an engineer working on the design and development of engine vibration isolating mounts. He is a graduate of the University of Wisconsin, with an M.S. degree in mechanical engineering.

♦ THE CORRECT TAPS for all purposes, can now be ordered easily and accurately by catalog number with the new Tap Selector recently issued by The Hanson-Whitney Company, Hartford.

This method of specifying taps is designed to help all production and purchasing personnel, since the various charts indicate what stock taps are available for all classes of thread for

Copies are available from Hanson-Whitney.

♦ RALPH D. KEENEY, SR., 78, president of the Somersville Manufacturing Co., Somers, died recently in St. Petersburg, Florida.

Mr. Keeney was a past director of MAC, a member of the Hartford Golf Club, the Longmeadow Country Club and the Springfield, Mass. Sportsman's Club. He was assistant treasurer of Sage Allen Co., and a member of its board of directors.

Mr. Keeney is survived by two sons, a daughter, nine grandchildren, a brother and three sisters.

♦ HOMER D. SCHOEN has joined



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the Gray Manufacturing Company, Hartford, as special assistant to the

president for marketing.

In this newly created position, Mr. Schoen will have operating responsibility for the marketing of all company products. He was formerly assistant to the president at the Speidel Corporation in Providence, Rhode Island, and served for a number of years prior to that as general sales manager of the Sessions Clock Company, Forestville.

♦ THE INTERNATIONAL Latex Corp. of Dover, Delaware, assumed control recently of Sarong, Inc., West Haven corset manufacturer.

Officials said all personnel will be retained at Sarong and current facilities will continue in operation. Sarong employs about 350 persons in its main plant in New Haven and in plants in Derby, Branford, and Cortland, New

♦ MARVIN H. PHILLIPS, president of Plastic Wire & Cable Corp., Jewett City, has announced six promotions.

Herbert W. B. Farr was named executive vice president; James T. Daley was promoted from assistant sales manager to vice president and sales manager; George H. Lane from assistant treasurer to treasurer; James E. Flood from technical director to vice president and technical director: Gordon H. Sigman from purchasing agent to vice president and purchasing agent; and J. Vincent McBride from chief engineer to vice president and development director.

♦ DONALD S. TUTTLE, SR. has retired as executive vice president and Earl F. Copp retired as vice president of the Risdon Mfg. Co., Naugatuck.

Lewis A. Dibble, Jr. was named executive vice president and Lawrence F. Heileman, Edward Noyack and Donald S. Tuttle, Jr. were named vice presidents.

♦ ALLIED CONTROL COMPANY, Plantsville, opened a division in Wauregan, recently. The electronics firm, which is also planning construction of an addition to its Plantsville Plant, will occupy 12,000 square feet of space in the Wauregan plant.

Allied, manufacturer of electric switches, relays and controls, has its home offices in New York, a division in Glendale, California and a testing

laboratory in New York.

♦ DIRECTORS of the Turner & Seymour Manufacturing Company have elected Francis H. Griffiths chairman of the board and named George D. Roberts to succeed him as president.

Mr. Griffiths joined the company as treasurer in 1916 and was elected president and general manager in 1924.

Mr. Roberts, executive vice president of the company since 1958, became associated with the company in 1942 as comptroller and served successively as assistant treasurer, treasurer and vice president.

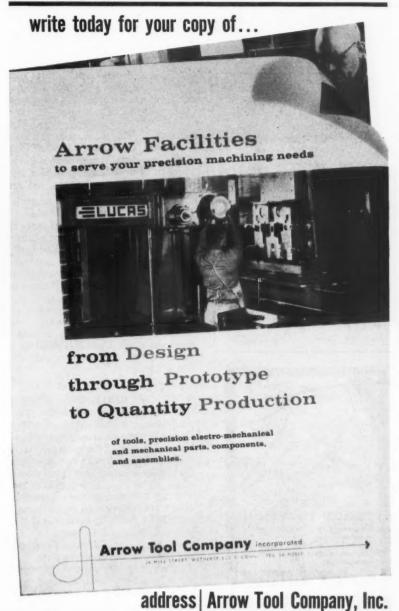
◆ PURCHASE of the Allen D. Cardwell Electronic Production Corporation plant by The Bristol Spring Manufacturing Company, Plainville, has been announced. The Cardwell plant, which has been vacant since last June, will provide nearly four times the 18,000 square feet of space presently used in

the manufacture of all types of precision springs.

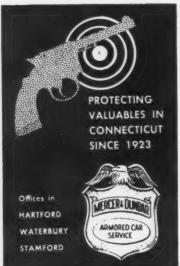
The spring company, owned by Benjamin and Hanna Hittleman of West Hartford, was founded in Bristol in 1940 as a family venture and moved to Plainville the following year.

♦ THE ELECTION of Richard H. Oller as president, and Wentworth H. Barnes as executive vice president of the new Consumer Products Division of Unexcelled Chemical Corp., Canaan, has been announced by James M. Crosby, president of Unexcelled Chemical Corp., New York City.

Mr. Oller was formerly president of



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the R. R. Williams Co. of Canaan, which last year merged with Unex-

♦ THE AR-15 automatic rifle, a new product of Colt's Patent Fire Arms Mfg. Co., Hartford, began moving off the production lines recently.

The new gun combines light weight and the accuracy of a sniper rifle with the firepower of a machine gun. Designed by the Armalite Division of the Fairchild Engine and Airplane Corp., the gun is a basic infantry weapon with full and semiautomatic fire control. It uses .223 cal. ammunition, but has also been designed for the NATO 7.62 mm. cartridge.

The weapon is said to have the highest accuracy standards obtainable for a sniper rifle, has grenade launching capabilities, and may be equipped with

a bayonet.

Colt's claims the AR-15's material makes it safe from rust or dampness or even water submersion, while its straight line design minimizes recoil and holds the weapon on target when operated automatically.

According to Fred A. Roff, Jr., Colt's president, high echelon military men of several nations consider the AR-15 "the best small arm turned out

in the past 20 years."

♦ TOP MANAGEMENT changes at Contacts, Inc. were announced recently by the Wethersfield firm. Robert Spellman, formerly president, was advanced to chairman of the board. Kenneth L. Emmert, vice president, was elected president.

Mr. Spellman has been president of Contacts since the company was founded in 1957. The firm manufactures and markets precious metal electrical contacts, rivets, screws and sim-

ilar products.

♦ VEEDER-ROOT, INC., of Hartford, has scheduled a "Family Day" plant tour at its Hartford plant on May 18 for the benefit of employee's families and friends of the company.

Since the last tour, nearly six years ago, many changes have been made which include: A new Precision Instrument Department and re-arrangement and modernization of the Assembly Department, Inspection, Model Room, Testing and Chemical Laboratories, Receiving, Shipping, Personnel and Research Departments.

In addition, many other improvements have been made including new lighting, decorating and improved lay-

James Luby, industrial relations director, is general chairman of the Family Day event.

#### **Wiremold Products Serve** Industry, Power, Communication

(Continued from page 8)

visited the West Hartford plant to see for themselves how it is done.

Management compares the operation of a single stroke press with crossing a dangerous intersection. Assuming the odds against your being hurt are 100,-000 to 1, you could cross the intersection the rest of your life without incident. But with these odds, Wiremold says you'd last about two weeks on a press. This is because each stroke of the press is repeated about 1000 times per hour of operation.

Using safety controls, however, odds can be built up to 15 milion to 1. This sounds pretty good, but actually is not high enough. With 30 presses operating at about 1000 strokes per hour, these odds still mean two accidents per

By using two independent safety factors on each press, so one will save the operator if another fails, the odds go up appreciably. With this setup, both mechanisms must fail on the same stroke to have an accident. This means the odds go up to a billion to 1. Thus, one could operate 1000 presses for ten years with only one accident.

#### **Communications Considered** Important

Keeping its 450 employees fully informed on interesting developments is considered of prime importance. Employees are kept informed through plant and departmental bulletin boards. For example, during the steel strike, weekly bulletins were posted so that all employees would know the company's stock position and its effect on operations. Before the services of a management consulting firm were retained, complete reasons were given in a bulletin posted in each department. The cooperation of everyone was soughtand cheerfully given. The employees appreciate this sharing of news and have been quick to respond.

Employees see copies of all advertising pieces as they are issued, and are told about Company advertising and sales promotional programs. They are interested because they see how each one of them has a part in backing

up these programs.

#### Many Employees are Stockholders

The Class A Common stock is sold to employees only, and a large percentage of them have purchased shares. This, together with the Profit Sharing Plan, is a constant reminder that all are on the same team.

#### Management in Depth

D. Hayes Murphy remained as President of Wiremold until 1955 when his sons, John Davis Murphy and Robert H. Murphy, were elected President and Executive Vice President & Treasurer respectively. Both sons have been with the company since their graduation from Dartmouth, each working in every department to learn all branches of the business. William D. Ball serves as Secretary of the corporation, and all departments are in charge of capable, cooperative men and women.

Well known for his earnest endeavors in behalf of good employee relations, as well as in the area of interfaith cooperation, D. Hayes Murphy has been honored on many occasions. On June 6, 1949 he was awarded the first annual McAuliffe Medal Award by the Diocesan Labor Institute of Connecticut. This medal is awarded annually to a Connecticut representative of labor and a Connecticut representative of management who have sincerely worked to promote the cause of good employer-employee relations.

On January 26, 1958 Mr. Murphy received the 16th Annual Citizen's Interfaith Award of the Hartford Laurel Post, Jewish War Veterans, for his civic work toward inter-racial and inter-faith relations; and on June 7, 1959 he was awarded an honorary Doctor of Laws degree by the University of Hartford.

#### **Good Deeds Will Out**

Although Wiremold is aware, and proud, of its reputation in the electrical field, a telephone call received at the plant a few weeks ago came as a complete surprise. It was the editor of a well-known business paper calling to ask for an interview in connection with a story on ethics in business which he was writing. On checking individually with several Hartford businessmen, he was told by all of them to "See Hayes Murphy at The Wiremold Company."

#### **Future Looks Bright**

With the use of electricity increasing yearly, and with more and more people realizing that to use this great servant there must be enough outlets to make it available, The Wiremold Company looks forward to a bright future. Not content, however, that their present systems are the be-all and end-all, the company Research and Development Department is constantly exploring new ways of providing the many electrical outlets needed in homes, stores, offices, factories (anywhere, in fact, that electricity is used), in the least expensive, most efficient manner possible.



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THIRD, Travelers Safety Experts analyze your entire operation, point out where accidents might occur. Then they suggest means of eliminating dangerous areas and practices.

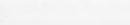
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# How Would You Decide?

By Fredrick H. Waterhouse Executive Vice-President

♦ MAY an individual employee enforce arbitration or have an award vacated if the union fails or refuses to take such action?

Here's what happened.

These are two separate and independent decisions of the Connecticut Supreme Court in which we thought you would be interested. In the first case there were four employees in-volved. All were members of the bargaining unit and two were members of the union. They were suspended from employment by the company and later discharged. The union refused to process their grievances or to request arbitration. The employees then brought an action in the court to compel the company to arbitrate their cases, claiming that under the Taft-Hartley Act individual employees have the right to present grievances to their employer and have the grievances adjusted.

The other case also involved a discharge which the union did take to arbitration. The arbitrator decided the discharge was justified. The grievant then brought an action in the court to have the arbitrator's decision set aside and vacated, claiming the arbitrator showed partiality. The union did not join in this court action and was content to abide by the arbitrator's decision.

Can an individual employee exercise the rights given in the contract to the union?

The Supreme Court ruled against the employee in both cases. Neither union contract gave the employee the right to seek arbitration. The union and the company were the only parties given such right by the contract. Consequently, the employees could not individually compel arbitration. When it came to the lawsuit seeking to vacate the award in the second case, the court pointed out that our law limits that right to a "party to the arbitration." The only "parties to the arbitration" were the company and the union. The individual employee was not a party to the arbitration and so could not bring an action to set the award aside.

Does a provision prohibiting supervisors or employees outside the bargaining unit from doing bargaining unit work prohibit incidental and product service work outside the plant by persons not in the bargaining unit?

Here's what happened.

The contract provided that a supervisor or other employee not covered by the agreement would not perform work of a nature normally done by covered employees, except in case of emergency, or for training, correction of trouble, or on experimental work. It further provided that even in such cases an employee in the bargaining unit could not be unreasonably deprived of earning opportunities. For a number of years the company had sent the grievants to three competitive events at which products of the com-pany were used by some of the participants. Their duties at these events were to repair the company's products being used, replacing parts when necessary. The assignment to these events

had always been entirely voluntary. When a key employee objected last year to accepting an assignment, the company decided to avoid further trouble or complication by not sending any of the bargaining unit employees to any of the events. Thereafter the repair work at the three events in question was done in part by a product service employee, not a member of the bargaining unit, and in part by independent agencies contracted for by the company. The right of the company to employ outside contractors was not involved in this particular arbitration. However, the union claimed that in prior years the company had recognized such repair work as within the bargaining unit and when some of it was performed by the product service employee it deprived bargaining unit men of earning opportunities in violation of the contract. The company claimed it was not obligated to continue to send employees to these events and the amount of work done by the service employee was no more than he customarily did even when the grievants were in attendance, and the remainder of the work was subcontracted.

Were the grievants deprived of earning opportunities in violation of the agreement?







The arbitrator first ruled that the company was under no obligation to send employees to any of these events. It could discontinue all of such activities if it so determined. However, since it did send an employee not in the bargaining unit to two of the three events, and he did do some repair work which the arbitrator believed was normally performed by bargaining unit employees, the employees who usually attended these two events must be paid an amount equal to the loss of income they suffered as a result of not being sent.

May an employee refuse to work a regular schedule of overtime because he has taken a second job?

Here's what happened.

The production of the company is somewhat seasonal and, at times, requires considerable overtime work in the department in which the grievant was employed. During a slack period the company did maintain a fortyhour week, but the grievant took a second job working in another city on a shift starting at 5 P.M. His regular job ended at 4:30 P.M. After taking this second job his attendance was ragged. He often left several minutes early and was frequently late to work in the morning. The company spoke to him about this and his attendance improved. A couple of months later the company became very busy and posted a notice that the whole shop would work forty-eight hours. All employees except the grievant were available, but the grievant said he couldn't work overtime because of his other job. The company sent him a letter advising him that unless he was willing to work the full schedule of hours he would be dismissed and replaced by someone who would work. When he still refused to work overtime, he was discharged. The union objected and said the contract called for a forty hour week and an eight hour day which the employee was willing to work. Furthermore, said the union, the employee was merely trying-by holding two jobs-to provide adequately for his wife and five children.

Does the fact he has a second job, and the contract calls for a forty hour week, excuse him from working overtime?

The arbitration board ruled that it could not accept as reasonable the refusal of the grievant to work overtime simply because he had a second job. He was not being asked to do anything the other employees weren't doing but was simply asked to work the same schedule of work hours that all the others were working. Under the circumstances, his dismissal was justified.

# **Public Relations**

By Charles E. Reiche
Public Relations Director

# **Employes Are Individuals**

♦ THE literature on employe relations seems endless. How much of it is significant to members of this Association is something else again. A 25-man operation in Danbury probably doesn't need a large library on how to get along with its help as much as the 1000-man factory in Hartford does where relations between management and employes are inevitably less close.

There are some salient things to bear in mind, however, when we get into the realm of employe relations, whether our company is large or small.

Most important is the fact that employes today expect to be treated as individuals, not cogs in a machine. While many of them scorn the concept of rugged individualism, they themselves will fight tooth and nail for their own rights, imagined or otherwise, as distinct personalities in contrast to faceless figures in a horde.

Secondly, most employes today look to management for leadership, for information and for fair dealing.

Now here we have two attitudes, two states of mind, if you will, on the part of industrial employes, two points of view which are superficially separate and non-complementary. In reality, the two are completely compatible and the knowledge on the part of management that it must provide leadership, fair dealing and information will, if used wisely, fulfill the employes' need for being treated as individuals.

Throughout the vast mass of literature on employe relations the consensus is that there are four basics for providing the leadership, information and fair dealing that employes expect.

- We must know at all times where we stand in the minds of our personnel: what they think about management and about their jobs;
- We must be sure that good relations and understanding exist between our employes and the supervisory, or foreman, level;
- We must have a continuing flow of communication between management and employes;
- 4. We must have wages, benefits and employe relations which

compare favorably with those in our industry and in our community.

Too often management really doesn't know where it stands with its personnel as Item 1) indicates it should. Nor does management always know what is going on in the plant. There are a number of recommended practices and techniques for finding out employe attitudes and activities in the shop. Among them are: Employe interviews and attitude surveys; exit interviews with employes leaving the company voluntarily; intimate contact and communication with supervisory personnel who are in hourly and daily touch with employees; study and consideration of complaints made by personnel; analysis of employe turnover, latenesses and absenteeism.

In small plants a formal series of personal or written interviews may not be necessary or desirable. In larger factories where such a program may seem apt, it is generally considered most effective to have the attitude survey made by an outside group which can be completely objective and impersonal. A survey handled in this way is much less likely to start rumors or sow suspicions.

Supervisors, or foremen, can be of vital help in smaller companies which do not feel the need for the survey conducted by an outside firm. We should not place too much weight on the opinions of supervisors, however, unless we are sure that they agree with management's policies and aims. And we must be sure that management has a record of backing up the decisions of supervisory personnel.

This leads us to Item 2 previously mentioned—making sure that good relations exist between employes and supervisors.

To bring this about, foremen should be given training and information regarding company policy and in the basics of being able to answer effectively

the questions of employes.

Foremen should also be directed to treat personnel as individuals and to talk with them from time to time individually to discuss their progress, or lack of it. They should also be instructed to give credit, as due, publicly, but to censure in private.

Most important, supervisors should be in a position (this is a management problem primarily) to be able to notify personnel in advance when changes are forthcoming which will affect them.

Many books on the relations between foremen and employes go much further than all the foregoing. We must, however, be sensible in what we try to load onto the supervisory shoulders; foremen are key figures and should not be burdened with too many personnel-type problems.

Item 3 indicates employes must be kept fully informed. Most people agree that a man's judgment is only as good as his information. Carrying this point further, most of us believe that informed employes make intelligent workers.

To communicate with our employes we must first determine what we should communicate. Among the things employes want to know are: The business outlook for the company, future plans of the company, what company policies are and how they concern employes, what company products are

(Continued on page 56)



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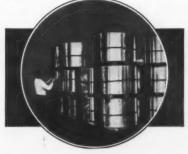
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## **Accounting Hints**

Contributed by
The Hartford Chapter National Association of Accountants

## Are You Controlling Your Maintenance Costs?

By DONALD K. CHARLESWORTH,

Manager of Accounting The Ensign-Bickford Company

 ARE you aware of your company's total maintenance and repair costs or have they lost their significance because they are distributed to several accounts throughout your financial statements? Ask your accountant to accumulate the maintenance dollars you spent last year; include those of outside contractors as well as your own departments. The results will be startling. Have you challenged the value of these dollars recently? You may have received full value for work performed but, if you did, your company is unusual indeed. The chances are good that the need to evaluate and control costs through the control of work scope as well as work efficiency

How can you approach the problem of more value for your maintenance dollars? Here's how. Proper management supervision of your maintenance program is fundamental. Clearly define this responsibility and charge the budget committee with review of the financial aspects of the operation. Assign the prime responsibility for maintenance cost control to the user of the service; i.e., the foremen of productive departments, building and grounds manager, etc. The maintenance department is the supplier of service upon request only. Their relationship to other departments of your company is the same as that of an outside maintenance contractor.

Having clearly defined responsibilty, a maintenance cost control program should be developed. The essentials of such a program are summed up in the following paragraphs.

Plan Your Work. A preventive maintenance program, a schedule of recurring jobs, and estimates of non-recurring work should be made periodically by those responsible for machinery, equipment, and buildings and presented to the manager of the maintenance departments; this permits proper staff planning, thus reducing non-productive time. The preventive

maintenance program reduces major breakdowns which are expensive and usually cause production losses, too.

Budget Your Cost. The preliminary plan should be used by the requesting foremen, and managers for preparing their annual budgets. Only out-of-pocket expenses incurred by the user should be budgeted by him. Hours should be assigned to each item included in the plan. The craft required should be indicated and the proper hourly rate applied to determine the labor. Be sure to add supplies and parts to arrive at a total budget.

Account For Your Costs. A job order cost system should be adopted. This will provide a uniform method for accumulating costs. Work done by your maintenance departments as well as outsiders should be recorded through this system. All direct out-of-pocket costs should be charged to the job order.

The system need not be elaborate. It should, of course, provide for a description of work, analysis by accounting charge, and by craft performing the work. Additional analysis by machine or building can be included if you wish.

It is desirable to require estimates, properly approved, prior to the initiation of the work; this helps prevent overloading the job with non-productive time and permits an intelligent review of results.

Report Your Results. Reports should be designed to keep all responsible individuals informed of the cost status of jobs while in progress and when completed. Prompt issuance of reports is mandatory. It is suggested that the craft supervisor be informed of the labor, parts, and supply costs on all uncompleted job orders once each week. He should receive a similar weekly report on all job orders completed in the past week. The manager of all crafts should receive copies of these reports. These reports should compare actual cost with estimates and

(Continued on page 38)

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## **Business Tips**

#### "Better Secretaries Mean Better Business"

By RUTH B. FILIP, Associate Professor

School of Business Administration University of Connecticut

♦ DURING the last full week of this month, you may find yourself once more joining executives, secretaries, and other office workers in giving recognition to National Secretaries Week, which has as its slogan "Better Secretaries Mean Better Business." For several years now, the attention of business people has been focused on the Girl Fridays of the office through the efforts of the National Secretaries Association (International).

If you have heard a member of this group explain the purposes of her organization, you may be familiar with a description which leans heavily on the prefix "non-" as follows: non-political, non-profit, non-sectarian, non-union (alphabetical order). My guess is, though, that your informant also contributed a wealth of positive and impressive information. Those who know the National Secretaries Association can only admire, respect and be thankful for their dedication to the cause of raising secretarial standards.

You may have learned that the nearly 500 chapters of NSA have more than 20,000 members, of which about 450 are in 11 Connecticut chapters in cities as follows: Bridgeport, Bristol, Danbury, Hartford, Milford, New Haven, Norwich-New London, Norwalk, Stamford, Torrington, and Waterbury. Many of the chapter activities are of direct benefit to business; other projects may aid community welfare, in which, naturally, business shares.

More specifically, the executive will note that since 1951, NSA has been sponsoring a program to raise secretarial work to a professional status. When a qualified secretary passes a twelve-hour, six-part examination, she earns the distinction of Certified Professional Secretary (CPS), although she need not necessarily be a member of NSA.

What the secretary learns from participation in the CPS program is naturally of prime importance to business, and as a result of sound NSA thinking, business shares in directing the program. The examinations are prepared under the auspices of the Institute for

Certifying Secretaries, through close cooperation of representatives from the fields of business and education with NSA members. Here, on the ground floor, business can make its wants known. Publicizing these needs follows automatically. They are communicated in an unmistakable way by means of the examination and the message reaches both secretaries and the teachers who train them.

The subject matter of the examination lies in six general areas, all of which are related to business. A secretary who decides to take the examination will tend to improve her work in secretarial skills and procedures besides being encouraged to enlarge her understanding of human relations, business law, economics and business administration, and accounting. She will find added incentive for attending Association-sponsored workshops in which all members are urged to participate. Most of those who study will surely enhance their value to employers, and about a fourth of them will acquire the coveted CPS. Since Certification is not easily earned, business can be confident of this screening.

Nine years of the program have produced a total of 1,711 certifications, and each year more qualify. Those who will take the examination for the first time next month (May 6 and 7) submitted applications before last December 1. All candidates (men as well as women may apply) were required to show genuine secretarial experience, with more experience being required of those with less formal education.

While noting these tangible benefits with pleasure and profit, business should also be aware of the results of NSA membership which are not so easily measured. Opportunities for service and leadership are numerous in the committee work of each chapter. As a result, the executive whose secretary is a member of NSA will find that his assistant is personally acquainted with the secretaries of many of the most prominent businessmen in his community. The businessman who knows that he was able to arrange the deal with Joe because they play golf together, may find that his secretary is similarly adept because she is acwith her counterparts quainted throughout the city. Further, chapters work together through divisions; divisions form districts; and all are under the guidance of a national organization. As a result, many have opportunities to conduct meetings and address groups, and contacts are made throughout the state and across the nation. Business must surely reap benefits from all of this experience in organization and human relations.

Then, too, NSA recognizes, as does business, that everything which makes a secretary more alert has a potential advantage to business. NSA gave active support to this idea by cooperating in sponsoring a two-week seminar in

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liberal arts for businesswomen. It was a worthy counterpart of the many nonprofessional study groups which are held for business leaders throughout the United States.

Neither NSA members nor their enthusiastic partisans would suggest that NSA has the answer to all secretarial problems. They do, however, feel that NSA and CPS will continue to make more and more significant contributions to business, and that your support of these programs will be of both immediate and far-reaching interest to you. Better secretaries really do mean better business.

Address inquiries to the National Secretaries Association, 1103 Grand Avenue, Kansas City 6, Missouri.

#### **Accounting Hints**

(Continued from page 35)

should be used to prevent overexpenditures and initiate investigations of underexpenditures.

The foremen and manager of the departments requesting work should receive a report on all completed job orders charged to them. This report should compare, by craft, the actual cost of labor, parts, and supplies with the estimate. It should be issued monthly and the total dollars should agree with the maintenance cost charges appearing in his monthly cost or administrative expense statement. It serves as a control on spending and gives the manager information which can be used to challenge the amount of the charge.

Special reports by machine or building should be issued at least quarterly. This information can be used in planning machine replacement and renovation expenditures.

A monthly report of actual costs vs. budget should be presented to the budget committee and spending department for review and comparison with planned expenditures. If nonplanned work is being done, questions should be asked. Explanations of overand under-expenditures should accompany the report.

Similar monthly reports should be presented to the maintenance manager. This will indicate the effectiveness of his staff planning. To dramatize non-productive time, it is suggested that graphs showing downtime hours, productive hours, and total hours, and charts showing budgeted hours vs. actual hours be used.

The foregoing sets forth, in a general way, what is required to effectively control maintenance costs. After appraisal of results produced from such a program, you should judge the feasibility of operating your own main-

tenance departments. Here are some factors to be considered.

In general, you should not be operating maintenance departments if the work is available and can be contracted for at lower rates.

How do you go about determining the money saved or lost because you perform your own maintenance tasks? To begin, you should accumulate all of your maintenance department costs in a maintenance cost account or ledger, then use outside rates in charging time spent by your maintenance men. Incidentally, this method gives the manager of a maintenance department an incentive to show a profit on his operation.

Then, determine a gross profit by craft, i.e., billings less direct cost of labor, departmental supplies and expense, and overhead, indicating fixed costs that can be specifically assigned to a craft. This will indicate a margin which should be adequate to absorb maintenance department fixed cost, such as the manager's and clerical salaries and create a profit. You may wish to allocate the fixed costs on an arbitrary basis but you will probably find this unnecessary as the margin will indicate your profitable and non-profitable crafts.

Inefficiency may be the cause of an unprofitable craft. Here are some hints to overcome this situation.

Permit your requesting foreman and supervisors the option of using your department or an outside contractor. The manager will have to keep his idle time at a minimum as it cannot be charged to work orders without exceeding outside estimates. Regarding estimates, they should be requested prior to the start of work, when practical.

Another efficiency device is the charging of the job to the requester at its estimated cost. It is recognized that this is an extreme device and should be used only as a last resort. Excess time on jobs remains in the maintenance department overhead, thus causing lower profits or even losses.

The installation of a maintenance cost system, including the characteristics outlined in this article, is not a difficult task. After proper planning and personnel orientation is accomplished, the paper work mechanics are quite simple. But, if you install such a system, don't fail to insure its success. It is recommended that your cost department review all source information and all reports. This will eliminate deviations from the system and attain accuracy.

For further assistance in planning and installing a maintenance cost con-

(Concluded on page 43)



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## **Business Pattern**

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

#### Connecticut Business Improves

♦ Connecticut business inched up in January to -1.9%, ending a three month decline. Manufacturing employment, average hours, and electric power sales made fractional gains. Construction employment, however, took a larger dip than is usual for this season.

Heavy January production of steel and automobiles boosted the U.S. index 3½ points to +9.0%. With this improvement, the recovery from the steel strike is about completed. Future gains will be smaller and harder to achieve.

Current indications on the national scene are mixed. Steel demand seems to be slowing somewhat as inventories move up a little faster than had been expected. Despite increasing sales recently, dealers' stocks of new cars are reported on the high side.

On the other hand, consumer spending continues strong. Auto sales, short term interest rates, and stock prices have tended to firm recently after a period of weakness.

#### Unemployment

Connecticut unemployment rose from 46,000 in December to 64,000 in January. The rise was normal for this time of year and was caused by construction and retail layoffs and temporary plant closings for inventory taking. Although January unemployment was up from December, the number of jobless in every labor market area was below a year ago.

Despite the seasonal January spurt, unemployment in the last 18 months has eased more in Connecticut than in the United States as a whole.

This state's unemployment rate climbed above the nation's in 1957 when the recession was beginning. It stayed above the U.S. average until September 1959. Then, for the first time in almost two years, Connecticus's percentage dropped under the national rate. We have remained below the U.S. average for four months.

#### Building

In the fourth quarter of 1959, Con-

necticut building contract awards continued to decline from their second quarter record. The total floor area of contracts awarded in the final three months of 1959 was below the levels of the same periods of 1957 and 1958. Weakness in nonresidential awards accounted for the poorer showing.

For the year 1959 as a whole, nonresidential contracts were moderately below 1957 and slightly above 1958. Residential awards in the year were higher than both 1957 and 1958.

In Connecticut during 1959, contracts were let for almost 17,000 hous-

ing units, the most since 1956. Even with this 1959 improvement, the annual average of housing units contracted for in the three years 1957-1959 was down 12% from the average of the five years 1952-1956. This tends to confirm the thinking that net migration into Connecticut has eased since the onset of the recent recession.

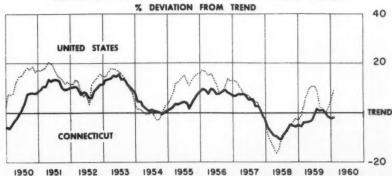
For the nation, 1960 housing starts are expected to be down somewhat from 1959. Residential construction in Connecticut will probably follow the national pattern.

#### **Business Firms**

The number of new corporations formed is considered to be an advance indication of economic activity, because it reflects the prevailing level of business confidence.

Connecticut incorporations in 1959 indicate that local business people feel optimistic about the future. The 3,000 new corporations formed in the state last year outnumbered 1957 and 1958 by wide margins and were substantially greater than the 2,400 of 1956, the previous high year.

#### INDUSTRIAL ACTIVITY - CONNECTICUT vs. UNITED STATES



#### WATER! CLEAN CLEAR COLD

GOOD FOR MAN, CROPS AND INDUSTRY

400 G.P.M. FROM A DEEP ROCK WELL



Certain areas of Connecticut are blessed with wonderful underground supplies of good water. The Church Company's many years of experience and improved methods of drilling and development are making these large supplies of water available—this applies to both rock and gravel formations.

THE STEPHEN B. CHURCH CO. SEYMOUR, CONN.

Tel.—Tuxedo 8-2132

ROCK WELLS—GRAVEL WELLS—PUMPING EQUIPMENT SPECIALISTS IN LARGE WATER SUPPLIES

#### **Consumer Spending**

Consumer purchases take about 2/3 of the nation's total output of goods and services. They are therefore an important factor in determining the overall level of economic activity.

Personal consumption expenditures fall into three classes—durable goods, nondurable goods, and services. Spending for non-durables and services tends to move up steadily and is not affected greatly by a business downturn. Spending for durables, which in many instances can be postponed, fluctuates quite widely and these variations stem primarily from the level of automobile purchases.

New car shortages caused by the steel strike reduced durables spending in the second half of 1959. Now that automobile production is rolling again, the sales outlook for the industry is favorable even if earlier high estimates are not reached. A good automobile year would insure a resumption of the upward trend in durables expenditures.

#### Installment Credit

Extension of installment credit supports consumer spending for durable goods. In recent years, credit extended nas grown faster than durable sales. Consumers assumed a record \$48 billion of new installment debt in 1959. This was 14% above 1957, the previ-

ous high year, and 19% above 1958.
Consumers have been increasing their obligations more rapidly than their incomes have risen. In 1955, average installment debt outstanding was 8.3% of total personal income. By 1959 this proportion had risen noticeably to 9.5%.

#### **New Hope For Free Enterprise**

(Continued from page 13)

intent and purposes of the amendment shall, within a period of three years from the date of the ratification of this amendment, be liquidated and the properties and facilities affected shall be sold.

"Sec. 4. Three years after the ratification of the amendment the sixteenth article of amendments to the Constitution of the United States shall stand repealed and thereafter Congress shall not levy taxes on personal incomes, estates, and/or gifts.



LAB ANALYST (top) operates a carbon determinator

## a carbon determinator to the checking carbon content of bearing steel. Bottom, technician tests ball life with ball From Fafnir Research today, section machine. the bearings you need tomorrow!

treating specifications in Fafnir's metallurgical laboratory.

Ball bearing requirements in many areas of industry are growing fantastically complex. Materials and lubricants used in bearings today are inadequate for certain foreseeable needs. To help find answers to such vital problems, engineers at The Fafnir Bearing Company are provided with the most upto-date facilities for ball bearing research and development, including a completely modernized metallurgical laboratory, and highly refined devices for testing bearings, bearing materials, components, and lubricants. From such resources, and unceasing experiment, new and better Fafnir ball bearings are "born". That is why - when future progress reaches "turning points" chances are Fafnir will have a bearing on it! The Fafnir Bearing Co., New Britain, Conn. Write for booklet, "Fafnir Formula For Solving Bearing Problems" containing description of Fafnir engineering, research and development facilities.



Let us examine the practicability and effects of this plan. All of the corporate activities of the government which were acquired unconstitutionally would be sold to the American people and States. The estimate of the land, buildings, and assets of the 700-odd government corporations is around \$265 billion. Perhaps a forced sale will not bring such a figure. But it is interesting to remember that in the case of the synthetic rubber plants, the book value amounted to \$127,617 and the government had produced an accumulated deficit of \$134,694 for a total investment of \$262,310. These facilities were sold to taxpaying private enterprise at a total price of \$284,848 which is \$22,538 over the total cost of the government operation. It has been estimated that the public power projects alone would bring \$10 billion and they are but a small part of the gigantic operations of the government. Nevertheless, let us take a very low figure such as 25% and we arrive at \$65 billion which the government might conceivably realize from a forced sale of all its business enterprises.

The \$65 billion would be applied against our present \$290 billion debt, thus lowering present interest costs by \$1,950,000,000 and amortization charges on that amount of debt of \$1,625,000,000 per year. As the government is now losing (1959 estimate) around \$19 billion operating these various corporate activities, the American people would be freed from this yearly loss. It is estimated that one million government workers are presently engaged in operating the business enterprises and they would be absorbed into private industry, thus saving the American people an annual payroll (figured at an average of \$4300 per worker) of \$4,300,000,000. The cost of goods and services of our government employees is figured about \$3 to every \$1 of payroll. (One wag states every government worker has three typewriters). Thus, the American people would have \$12,900,000,000 in goods and services per year. The savings from foreign aid (the government now being in the lending business in competition with banks) amount to \$5 billion per year. Thus, we project a saving (1959 level) of \$44,755,000,000.

The reader will note that the proposed amendment to the Constitution will repeal Federal Income Taxes so that Congress shall not in the future levy taxes on personal incomes, estates, or gifts. Thus, we subtract personal income taxes of \$36,900,000.000 and estate and gift taxes amounting to \$1,-393,000,000, leaving us a net surplus of \$6,482,000,000.

Now we can begin to see the real benefits of our proposal: When \$37

billion are added to the take home pay of the American people simply because it is not deducted from the pay envelope, we shall see the greatest period of economic expansion in history. We estimate that business will be paying increased corporation taxes from this increased production, conservatively, of \$5,100,000,000 at the 1959 level. Furthermore, with these old governmental corporations now in private hands paying taxes- such as the artificial rubber plants, an additional tax income for the government is conservatively estimated at about \$3,-825,000,000. Thus, to the foregoing surplus of \$6,482,000,000 we can add these two figures which gives us a total of \$15,407,000,000 which can be used each year (of course it would vary in some years) to retire further the monstrous total debt that we now have.

Further savings will be realized, of course, such as the \$200 million the Bureau of Internal Revenue spends collecting income taxes and \$100 million it spends on income tax forms and booklets. The Post Office Department loses \$40 million just handling the income tax mail.

One need hardly enumerate the side effects to be realized: The sovereignty of the states will be restored together with their greater source for taxation, which is rightfully theirs. Private charty will be greatly benefited and cultural enjoyments improved. Even the strife between management and labor will halt at least temporarily when labor receives a greater net increase in its pay envelope than any politician or labor leader ever dared to think about. Actually, employees who pay 85% of the income taxes today will be the most benefited.

Next year, the Connecticut General Assembly will be in session. The writer of this article, as Chairman for the Connecticut Committee for Economic Freedom, is presently organizing with the hope that our state will formally approve this splendid proposal to make the federal government solvent again and to reset in motion the principles which made our country the greatest in the world.

#### **Accounting Hints**

(Continued from page 38)

trol system, your attention is directed to the National Association of Accountants, Accounting Practice Report No. 2, "Planning, Controlling, and Accounting for Maintenance." This bulletin may be obtained by writing to the Association at 505 Park Avenue, New York 22, New York. Individual copies 25 cents; 5 to 24 copies 20 cents each; over 25 copies 15 cents each.



#### Welded with Understanding

The consolidation of many operations in a 70 sq. ft. area makes this stainless steel headbox a great saver of manhours. Welding is the only way to build it—and Stortswelding is the best way to assure leakproof, long-life utility. Storts works with high welding standards and long experience with this type of welding.



## **Storts Welding Company**

**INCORPORATED** 

44 Stone Street

Manufacturers of Welded Fabrications to Specifications

Meriden, Conn.





## PRODUCTS AND SERVICES

THIS department, formerly listing only products made in Connecticut (from 1937 through 1959) is now available for listing not only products made in the state but also services available to industry through management, technical, research or other service organizations located in Connecticut.

Listing rate, \$6.00 per listing for 12 monthly insertions, effective with the February 1960 issue. Listings are payable

annually, in advance, or within 30 days after their first insertion.

Abrasives
Fuller Merriam Company The (Vitrified, Resinoid Bonded Grinding Wheels & Segments) Aluminum—Bar, Rod, Sheet, Plate Frasse & Co Inc Peter A Hartford West Have Aluminum Bronze Castings Knapp Foundry Company Inc Guilford Absorbents Nielsen & Sons Inc. John R (oil water and grease) Aluminum Castings
Eastern Malleable Iron Company The South Windsor Accounting Forms Baker-Goodyear Co The Newton-New Haven Co Branford Aluminum Die Castings
Mt Vernon Die Casting Corporation Stamford
Stewart Die Casting Div. Stewart-Warner
Corp. Bridgeport Accounting Machines
Underwood Corporation Bridgeport Underwood Corporation Bridgeport Underwood Copyriand Adhesives
Polymer Industries Inc Springdale
Raybestos Division Raybestos-Manhattan Inc
Bridgeport Aluminum Extrusions Bridgeport Brass Company Bridgeport Aluminum Forgings Bridgeport Brass Company Consolidated Industries Inc Scovill Manufacturing Company Bridgeport West Cheshire Waterbury Advertising Mats
Ads Inc Div CSW Plastic Types Inc Rocky Hill (plates, services) Lockwood Sons Inc Wm H Aluminum Ingots Lapides Metals Corp Hartford New Haven Advertising Plates
Lockwood Sons Inc Wm H Aluminum Sand Castings Bridgeport Deoxidized Bronze Corp Hartford Advertising by Representation Hartz-Miller Associates Bridgeport Meriden Aluminum—Sheet and Rod Scovill Manufacturing Company Waterbury Advertising Specialties Ansonia Aluminum—Sheets & Coils
United Smelting & Aluminum Co Inc
New Haven Air Compressors Spencer Turbine Co The Hartford Aluminum Windows
Norlee Aluminum Prod Corp (combination and
Bloomfield Air-Conditioning
Norwalk Airconditioning Corp South Norwalk Air Conditioning Products
Dunham-Bush Inc West prime)
Ammunition
Winchester-Western Div Olin Mathleson ChemNew Haven West Hartford Air Ducts
Wiremold Co The (Retractable) Fenn Mfg Co The (Dow 17) Air Heaters—Direct Fired Peabody Engineering Corporation Newington Aluminum Finishing Co. Leed Co The H A Air Impellers
The Torrington Manufacturing Co Torrington Bridgeport Hamden Aircraft Sikorsky Aircraft Division Anodizing Equipment United Aircraft Bridgeport New Haven Corporation (helicopters)

Aircraft Accessories

Chandler Evans Div Pratt & Whitney Co Inc (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)

Consolidated Controls Corp Bethel Fenn Mfg Co The (Hardened and Ground Gear assemblies)

Gabb Special Products Inc (filler caps—pressure fuel servicing systems) Windsor Locks

Hamilton Standard Div United Aircraft Corp (propellors and other aircraft equipment)

Windsor Locks

Aircraft Engine Timing Teols Corporation (helicopters) Auburn Manufacturing Company The (gas-kets, packings, wicks) Middletown kets, packings,

Asarcen Brenze

Derby Castings Company, The

Seymour

Knanp Foundry Company Inc (bushing &

Guilford Assemblies—Small
Barnes Co The Wallace Div Associated Spring
Greist Manufacturing Co The
Hartford Machine Screw Co Div of
Standard Screw Co
Stanley Humason Inc
J H Sessions & Son Aircraft Engine Timing Tools
Gabb Special Products Inc Windsor Locks Gabb Special Products Inc
Aircraft Engine Details
Hartford Machine Screw Co Div of
Standard Screw Co
New Haven Trap Rock Co The Machine ProdNorth Branford Aircraft Engines
Lycoming Division Aveo Canufacturing Corp
Pratt & Whitney Aircraft Div United Aircraft
Corp (aircraft)
East Hartford

Stanley Humason Inc J Forestville J K Sessions & Son Bristol Audio-Visual Equipment Victor Animatograph Corp a div of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound siled film projectors; 35mm filmstrip and sound siled film projectors; 35mm filmstrip and sound siled film projectors) Plainville Automatic Buffing & Polishing Machines Harper Buffing Machine Company The East Hampton Automatic Assembly Machines Sperry Products Inc Danbury Automatic Control Instruments Bristol Co The (temperature, pressure, flow, humidity, time) Waterbury Automobiles—Children's Powercar Company Mystic Automotive Bodies Metropolitan Body Company Bridgeport Automotive Parts Bridgeport Thermostat Div Robertshaw—Fulton Controls Co (automobile thermostatis) Eis Manufacturing Co (Hydraulic and Mechanical) Middletown Raybestos Division of Raybestos—Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber) Automatic Polishing and Buffing Equipment Packer Machine Company Meriden

Automotive Toels

Eis Manufacturing Company

Bag Sealing Machines

Derby Sealers Inc

Bakelite Moldings

Watertown Mfg Co The

Balls

Abbott Ball Co The (steel bearing and burnishing)

Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)

Kilian Steel Ball Corp The

Hartford Hartford Hartford Hartford Steel Ball Corp The

New Departure Div of General Motors (steel and steel alloys)

Pioneer Steel Ball Company Inc

bearings, burnishing, graining; also brass, bronze and stainless)

Superior Steel Ball Co Inc (steel bearings & burnishing material)

Banbury Mixers

Farrel-Birmingham Company Inc

Barrels

Abbott Ball Co The (burnishing and tumbling)

Hartford

Abbott Ball Co The (burnishing and tumbling)

Enthone Inc (tumbling)

Eabec Barrel Finishing Corp (burnishing & tumbling)

Hartford-Steel Ball Co The (tumbling)

Hartford-Steel Ball Co The (tumbling)

King Co Alfred B (tumbling and plating)

North Haven

Baskets—Wire

Rolock Inc

Barden Corporation The (ball)
Fafnir Bearing Co (ball)
Narini-Rockwell Corporation
New Departure Div of General
Norma-Hoffman Bearings Corp
roller)
Torrington Co The

Bellowa Assemblies

Danbury
New Britain
Plainville
Motors (ball)
Stamford
Torrington
Torrington

Bellows Assemblies
Bridgeport Thermostat Div Robertshaw—
Fulton Controls Co Milford
Bellows—Metallic

Bellows—Metallic
Bridgeport Thermostat Div Robertshaw—
Fulton Controls Co Milford

Bevin Brothers Mg Co Fast Hampton

Bevin Brothers Mfg Co
N N Hill Brass Co The

Belt Fasteners

Belt Fasteners
Saling Manufacturing Company (patented self-aligning)
Unionville

Hartford Belting Co Hartford
Russell Mfg Co (High Speed Endless, Laminated Rubber, Roll Stock all types)
Middletown

Bends—Pipe or Tube National Pipe Bending Co The New Haven

Bicycle Sundries
Torrington Co The Torrington

Blacking Salts for Metals

Du-Lite Chemical Corp Middletown
Enthone Inc
Mitchell-Bradford Chemical Co

Black Oxide Finishing

Black Oxide Inc

New Britain

Black Oxide Inc New Britain

Black Oxide Treatment

Bennett Metal Treating Co The Elmwood

Blades
Capewell Manufacturing Company Metal Saw
Division (hack saw and band saw) Hartford

Howard Company (cupola fire clay)
New Haven

Blower—Centrifugal Type
Spencer Turbine Co., The
Hartford

Blower Fans
Colonial Blower Company
Spencer Turbine Co The
Hartford
(Advt.)

Aircraft Fasteners
Bland Buner Co The Thread Products Div
Hartford

Hartford Machine Screw Co Div of
Standard Screw Co
Scovill Manufacturing Company
Aircraft Fasteners)

Hartford
HARtford
HARtford
HARtford
Waterbury
Waterbury

Aircraft—Repair & Overhaul
Airport Department Pratt & Whitney Aircraft
Division Rentschler Field East Hartford

Stamford

Hartford

of The

Hamder

Bloomfield

Aircraft Instruments Gorn Electric Company Inc

Aircraft Studs and Bolts Hartford Machine Screw Co Div of Standard Screw Co

United Manufacturing Co Division W L Maxson Corp

Alumilite Aluminum Sheets

Aluminum Awnings
Norlee Aluminum Prod Corp

Blower Systems Brass & Bronze Ingot Metal
Mitchell Smelting & Refining Co Inc Botsford
Plume & Atwood Mfg Co The Thomaston
Whipple and Choate Company The Bridgeport Plainville Middletown Plainville Colonial Blower Company Ripley Co Ventilating Supplies Inc Brass, Bronze, Aluminum Castings Derby Castings Company, The Sey-Victors Brass Foundry Inc Gui Blower Wheels
Torrington Manufacturing Company The
Torrington Blower Wheels Brass Goods
American Brass Company The Waterbury
Plume & Atwood Mfg Co The (to order)
Waterbury Blueprints and Photostats
Joseph Merritt & Co Hartford Bollers Bigelow Co The Boites and Nuts Clark Brothers Bolt Co Hartford Machine Screw Company Div of Standard Screw Co Torrington Co The New Haven Rostand Mfg Co. The (Ecclesiastical Brass Wares) Milford Milldale Scovill Manufacturing Company (to order)
Waterbury Hartford Torrington Western Brass Mills Div Olin Mathie ical Corp N ical Corp

Brass Mill Products

American Brass Company The
Chase Brass & Copper Co
Plume & Atwood Mfg Co The
Scovill Manufacturing Company
Seymour Manufacturing Co. The
Western Brass Mills Div Olin Mathieson Chemical Corp Boring Tools
Atrax Company The (solid carbide) Newington Feldman Glass Co. The New Haven Bird & Son Inc
Continental Can Co., Boxboard and
Folding Carton Division
Federal Paper Board Co Inc
Montville
Montville, New Haven
Lydall & Foulds Paper Co The
New Haven Board & Carton Co
New Haven
New Haven
Montville Box Board Brick-Building

Donnelly Brick Co The

New Britain
Stiles Corp subsidiary of Plasticrete Corp
North Haven Bricks-Fire Howard Company
New Haven
Mullite Works Refractories Div H. K. Porter
Co Inc Bird & Son Inc (corrugated, solid fibre, cleated New Britain containers)
Connecticut Container Corporation Bright Wire Goods
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C Hooks)
New Haven New Haven Continental Can Co., Fibre Drum and
Corrugated Box Division Portland
Merriam Mfg Co (steel cash, bond, security,
fitted tool and tackle boxes)
Warner Bros Co The (Acetate, Paper, Acetate
and Paper Combinations, Counter Display,
Setup)

Bridgeport
Bridgeport Broaching Hartford Special Machinery Co The Hartford Bronze & Aluminum Castings
Knapp Foundry Company Inc (rough or machined) Guilford Boxes and Crates
City Lumber Co of Bridgeport Inc The Bridgeport Deoxidized Bronze Corp Bridgeport Boxes—Folding Leshine Carton Co Bridgeport Brooms-Brushes
Fuller Brush Co The Durham Mfg Co. (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)

Durham Mfg Co. (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Boxes-Metal Hartford B Schwanda & Sons
Hawie Mfg Co The
North & Judd Manufacturing Co.
Patent Button Co The
Risdon Manufacturing Co John
Naugatuck Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) Waterbury Boxes—Paper—Folding
Atlantic Carton Corp
Bridgeport Paper Box Co
Carpenter-Hayes Paper Box Co
East Hampton Buffing & Polishing Compositions Apothecaries Hall Company Division The Hubbard Hall Chemical Company Waterbury Continental Can Co., Boxboard and Folding Carton Division Montville Curtis & Sons Inc S Sandy Hook (paper, folding) Versailles Lea Mfg Co Building Materials
City Lumber Co of Bridgeport Inc Bridgeport Mills Inc H J
National Folding Box Co Div Federal Paper
Board Co Inc (paper folding)
New Haven and Versailles
New Haven Board & Carton Co The
New Haven
Montville
Pedersort Plume & Atwood Mfg Co The (kerosene oil lighting) Burners—Automatic Peabody Engineering Corporation Stamford Burners—Coal and Oil Peabody Engineering Corporation (Combined) Robertson Paper Box Co Warner Bros Co The Bridgeport Boxes—Paper—Setup Bridgeport Paper Box Co Heminway Corporation The Mills Inc H J Stamford Burners—Gas
Peabody Engineering Corporation (Blast Fur-Bridgeport Waterbury Bristol nacel Stamford Strouse Adler Company The Warner Bros Co The New Haven Burners—Gas and Oil Peabody Engineering Corporation (Combined) Stamford Brake Cables Burners—Refinery
Peabody Engineering Corporation
and Oil) Middletown Eis Manufacturing Co Brake Linings
Raybestos Division of Raybestos-Manhattan
Inc (Automotive and Industrial) Bridgeport
Russell Mfg Co (all types, Fused Fabric,
Durak, Wireback, Extruded) Middletown (For Gas Stamford Burnishing
Abbott Ball Co The (Burnishing Barrels and Burnishing Media)
Floreer Steel Ball Company Inc (balls, cones, other metallic shapes)

Hartford
Unionville Brake Service Parts
Eis Manufacturing Co Middletown Bura
Atrax Company The (carbide) Newington
Pratt & Whitney Co Inc (carbide and HSS)
West Hartford Brass & Bronze

American Brass Co The (sheet, wire, rods, Waterbury tubes)
Bridgeport Rolling Mills Company (coil, sheet, Bridgeport Business Forms
Connecticut Manifold Forms Co. The
West Hartford strip)
Bristol Brass Corp The (sheet, wire, rods)
Bristol

Business Counsellors Wirth Management Company

Buttons

Cabinet Work Hartford Builders Finish Co Hartford Cable—Asbestos Insulated Wire & Cable Co Div Cerro de Rockbestos W Pasco Corp Cable-Interlocked Armor General Electric Company Bridgepor . Cable—Nonmetallic Sheathed General Electric Company B Andrew B. Hendryx Co The (bird and animal) Came American Cam Company Inc Hartford Special Machinery Co The Rowbottom Machine Company Inc

Hartford
Waterbury
Waterbury Cams, 2 Dimensional
Mallory Industries, Inc West Hartford
Parker-Hartford Corporation Cams, 3 Dimensional Mallory Industries, Inc W Parker-Hartford Corporation West Hartford Capacitors
Electro Motive Mfg Co Inc. The (mica & trimWillimantic Carbide Shape Dies Thomaston Tool & Die Co (any form) Thomaston Carbide Tools Atrax Company The (solid) Precision Tool & Die Co Newington Carbon Pile Type Resistors
Engineered Metals
Manchester Card Clothing
Standard Card Clothing Co The (for textile
Stafford Springs Card Indexes Wassell Organization Inc Carpenter's Tools Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) New Haven Carpets and Rugs
Bigelow-Sanford Carpet Co Thompsonville Carton Closure Equipment
Better Packages Inc ("Tape-O-Matic," "Better
Pack") Casters Bassick Company The (Industrial and General) Castings
Connecticut Foundry Co (grey iron)
Rocky Hill
Connecticut Malleable Castings Co. (malleable Connecticut Malleable Castings Co. (malleable (iron castings)

New Haven

Ductile Iron Foundry Inc.

Eastern Malleable Iron Company The (malleable iron, metal and alloy)

Farrel-Birmingham Company Inc (Mechanite Nodular Iron, Steel)

Ansonia

AR Engineering Laboratories Inc (centrifugal, atcel moid)

Malleable iron Nittings Co. (malleable iron and Malleable iron and Malle Malleable Iron Fittings Co (malleable iron and steel)
McLagon Foundry Co. (grey iron)
New England Alloy Casting Corp
Newton-New Haven Co (zinc and aluminum)
West Haven Newton-New Haven Co (21nc and aluminum)
Nutmeg Crucible Steel Co (steel)
Plainville Casting Company (gray, alloy and high tensile irons)
Philbrick-Booth & Spencer Inc
Hartford Plainville Casting Company
high tensile irons)
Hilbrick-Booth & Spencer Inc
Producto Machine Company The
Scovill Manufacturing Company
Bronze)
Turner & Seymour Mfg Co The
semi steel and alloy)
Union Mfg Co (grey iron & semi steel
New Britain
New Britain
New Britain
The highway & Wilton Waterbury Foundry Company The (highway & water day Foundry Company The (lingway asash weights)
Waterbury
Wilcox Crittenden & Co Inc (gray fron and brass)
Middletown B Schwanda & Sons Staffordville
Frank Parizek Manufacturing Co The Putnam
Scovill Manufacturing Company (Uniform and
Tack Fasteners) Waterbury
Waterbury Companies Inc (Uniform And Fancy
Waterbury Waterbury

Castings—Investment Arwood Precision Casting Corp

Chase Brass & Copper Co Waterbury
Miller Company The (phosphor bronze and
brass in sheets, strips, rolls) Meriden
Plume & Atwood Mfg Co The
rod)
Scovill Manufacturing Company
Tinsheet Metals Co The (sheet, wire, the control of the

Cements—Refractory
Mullite Works Refractories Div H K Porter Co
Shelton

Centerless Grinding
Brown Manufacturing Co.
New England Centerless Grinding, Inc.
West Hartford
Winated
Winated Winsted Centerless Co

Centers
Ready Tool Co The (anti friction, carbide tipped, high speed)
Stratford

Centrifugal Pumps
Hamco Inc (gasoline or electric driven)
New Haven

Cermets
Russell Mfg Co (for missiles, and for friction Middletown

Chain Risdon Manufacturing Co John M Russel Div Naugatuck (weldless. Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)

Torrington

Chain-Beaded Auto-Swage Products Inc Bead Chain Mfg Co The Shelton Bridgeport Chain-Power Transmission and Conveying

Whitney Chain Company
Whitney Chain Co The Subsidiary
Bros Gear and Machine Corp
Hartford

The Hitchcock Chair Company Riverton Chemical Manufacturing
North Haven

Carwin Company The

Carwin Company The Chemicals

Apothecaries Hall Company Division
The Hubbard Hall Chemical Company
Axton-Cross Co
Carwin Company The
Macalaster Bicknell Company
MacDermid Incorporated
Naugatuck Chemical Division
Rubber Co
New England Lime Company
Pfizer & Co Inc Chas
United States Chemical Corp (maintenance and powdered hand soap, floor waxes, cleaners,

powdered hand soap, floor waxes, cleaners, disinfectants, fuel additives) New Haven

Chemicals—Agriculture

Naugatuck Chemical Division United States
Rubber Co (insecticides, fungicides, weed
Naugatuck

Chemists—Analytical and Consulting Bridgeport Testing Laboratory Inc Bridgeport

Christmas Light Clips
Foursome Manufacturing Co Bristol

Chromium Plating Chromium Corp of America Chromium Process Company The Waterbury Shelton

Cushman Chuck Co The
Jacobs Manufacturing Co The
Jacobs Manufacturing Co The
Jate collet chucks and arbors)
Skinner Chuck Co The
Union Manufacturing Company

Chucks
Hartford
Hew Hartford
New Britain
New Britain

Chucks-Drill Jacobs Manufacturing Co The West Hartford

Chucks & Face Plate Jaws
Cushman Chuck Co The
Skinner Chuck Co The
Union Mfg Co
Ne Hartford New Britain New Britain

Chucks—Power Operated
Cushman Chuck Co The
Skinner Chuck Co The
Union Manufacturing Company
N Hartford New Britain New Britain

Clay
Howard Company (Fire Howard "B" and High
Temperature Dry)
New Y

Cleaning Compounds c (Industrial) Enthone Inc (Industrial)
MacDermid Incorporated Waterbury

Clock Mechanisms Lux Clock Mfg Co The Waterbury

E Ingraham Co The Bristol
United States Time Corporation The Waterbury

Clocks-Alarm Lux Clock Mfg Co The Waterbury

Clocks—Automatic Cooking
Lux Clock Mfg Co The Waterbury

Clutches Snow-Nabstedt Gear Corp The New Haven Clutch Facings
Raybeston Division of Raybestos-Manhattan Inc
(Molded, Woven, Semi-metallic and Fullmetallic) Bridgeport metallic)

Bussell Mfg Co (rubber Shock Cord—all sizes

Middletown

Coils—Electric
Bittermann Electric Company
Rowley Spring Co. Inc., The (Air-wound for television and electronic industries) Bristoi

Coils—Pipe or Tube National Pipe Bending Co The Whitlock Manufacturing Co The New Haven Hartford

Cold Molded Electrical Insulation
Meriden Molded Plastics Meriden

Commercial Heat Treating
A F Holden Company The West Haven

Commercial Truck Bodies
King Co Alfred B North Haven
Metropolitan Body Company Bridgeport

Compacts
Scovill Manufacturing Company (powder and Waterbury

Compressors
Brunner Division of Dunham-Bush Inc
(Refrigeration, Air Conditioning and
Air Compressors)
West Hartford
Norwalk Company Inc (high pressure air and
gas)
South Norwalk

Computers Reflectone Electronics, Inc. Royal McBee Corp Stamford Hartford

Concrete Products
Plasticrete Corp Hamden, Hartford,
North Haven, Waterbury, Willimantic

Condenser and Heat Exchanger Tubes Bridgeport Brass Company Scovill Manufacturing Company

Cones
Sonoco Products Co (Climax-Lowell Div.)
Mystic

Connector

Gorn Electric Co Inc (precision miniature electrical and printed circuit)

Stamford

Construction Equipment Trailers
Kensington Welding & Trailer Co The
Kensington

Consulting Engineers

McNeal J D (Electrical and Electronic)

New Haven
Stanley P. Rockwell Co Inc The (Consulting)

Continuous Mill Gages
Pratt & Whitney Co Inc West Hartford

Contract Machining
Laurel Mfg Co Inc (Precision
Small Parts)
Malleable Iron Fittings Company
Plainville
Branford

Contract Manufacturers Fenn Mfg Co The (Precision Machine Work)

Fenn Mfg Co The (recessors Newington Greist Mfg Co The (metal parts and assemblies) New Haven Hartford Machine Screw Co Div of Standard Screw Co Hartford Merriam Mfg Co (production runs—metal boxes and containers to specifications)

Durham Durham Co The (metal parts Plume & Atwood Mfg Co The (metal parts

and assemblies)
Scovill Manufacturing Company
and assemblies)
J H Sessions & Son
Torrington Co The
Torrington Torrington Torrington Torrington Torrington Torrington Torrington

Controllers Bristol Company The
Manning Maxwell & Moore Inc
Controls—Remote
Panish Controls (Remote Controls
& Aeronautic Applications)

Waterbury
Stratford
Controls for Marine
Bridgeport

Controls-Hydraulic Remote Sperry Products Inc Danbury

Converters DC to AC Electric Specialty Co Safety Electrical Equipment Corp

Conveyer Systems

Hayes-Te Equipment Corp Connecticut Conveyor Division (Conveyor Co The)

Unionville

North Haven
East Haven
Meriden

King Co Alfred B Leeds Conveyor Mfg Co The Production Equipment Co

Copper
American Brass Corp The (sheet, wire, rods, tubes)
Bristol Brass Corp The (steel)
Bristol Brass & Copper Co (sheet, rod, wire tube) tube)
Thinsheet Metals Co The (sheet and rolls)
Water Western Brass Mills Div Olin Mathieson Chemi-

Copper Castings Knapp Foundry Company Inc Guilford

Copper Sand Castings Bridgeport Deoxidized Bronze Cor Bridgeport

Copper Sheets American Brass Company The New Haven Copper Co The Waterbury Seymour

Copper Shingles New Haven Copper Co The Seymour

Copperware
Bridgeport Brass Company (cooking utensils)
Bridgeport

Copper Water Tube American Brass Company The Waterbury

Cord Russell Mfg Co The (marine & aero shock)
Middletown

Cord Sets—Electric General Electric Company Seeger-Williams Inc Bridgeport Bridgeport

Cork Cots
Sonoco Products Co (Climax-Lowell Div)
Mystic

Corn Cob Meal Nielsen & Sons Inc. John R (graded) South Windsor

Correspondence Files Wassell Organization Inc Westport

Corrugated Box Manufacturers
Connecticut Container Corporation New Haven
Corrugated Containers Inc Hartford

Corrugated Shipping Cases
Connecticut Container Corporation New Haven
Continental Can Co. Fibre Drum and
Corrugated Box Division Portland
D L & D Container Corp New Haven New Haven

Cosmetic Containers
Eyelet Specialty Div. International
Silver Co. Wallingford Silver Co.
Plume & Atwood Mfg Co The (metal)
The Scovill Manufacturing Company

J B Williams Co The Glastonbury

Counting Devices Veeder-Root Inc Hartford

Couplings
Scovill Manufacturing Company (garden and Waterbury

Crushers
Farrel-Birmingham Company Inc (Stone and Ore)
Ansonia

Cushioning for Packaging Gilman Brothers Co The Gilman

Cutters
Atrax Company The (solid carbide)
Newington Hanson-Whitney Co The (thread milling)
Hartford Mitrametric Co The (ground pinion)
Torrington

Pratt & Whitney Co Inc (Milling Cutters all types carbide and HSS) West Hartford

Cutting & Creasing Rule Bartholomew Co H J

Data Processing Equipment
Royal McBee Corp Hartford

Decalcomanias Sirocco Screenprints New Haven

Electrical Appliances
Iona Manufacturing Company The
Manchester Deep Drawings Stanley Pressed Metal Drafting Accessories Joseph Merritt & Co New Britain Hartford Deep Hole Drilling & Reaming Hamden Deep Hole Drilling Co Hamden Drawn Shells Cly-Del Manufacturing Co. Waterbury Electrical Conduit Fittings & Grounding Specialtie Gillette-Vibber Company Th Drill Presses Townsend Mfg Co The H P Delayed Action Mechanism New London Hartford Elmwood M H Rhodes Inc R W Cramer Company Inc The Drilling Machines
Pratt & Whitney Co Inc (Deep Hole)
West Hartford Electrical Connectors Norwalk Demineralizers Crystal Research Laboratories Burndy Corporation Hartford Electrical Control Apparatus
Plainville Electrical Products Co The
Plainville Design Design Industry (prod-Designers for Business and Industry (prod-New Haven Drilling and Tapping Machinery Hartford Special Machinery Co The Hartford uct design-appearance)

Maurice Libson Designer (product styling & appearance design)

New Haven Electrical Controls
Monarch Electric Co (Allis Chalmers)
New Drop Forgings Atwater Mfg Co Billings & Spencer Co The Consolidated Industries Wilcox Crittenden & Co Inc Plantaville Design & Drafting Service Smith & Winchester Mfg Co The South Windham Hartford West Cheshire Britain Middletown Electrical Recorders Bristol Co The Diamonds—Industrial
Parsons Diamond Products Inc West Hartford
Russell Inc RR Newington Druggists' Rubber Sundries Seamless Rubber Company The N New Haven Electrical Relays and Controls Allied Control Co Pl Plantaville Duplicating Machines—Automatic & Whitney Co Inc West Ha Diamond Tools Parsons Diamond Products Inc West Hartford Russell Inc RR Newington West Hartford Plainville Electrical Switchboards The **Dust Collectors** Plainville Colonial Blower Co Ventilating Supplies Inc Plainville Dictating Machines Pneumatic Applications Co Dictating matrix
Dictating matrix
SoundScriber Corporation The Bridgeport New Haven Plainville Electrical Test Equipment Elastic
Russell Mfg Co (rubber shock cord—all sizes
Middletown New Haven C & F Tool & Die Corp Electrical Wiring Systems
Wiremold Co The Bridgeport Hartford Electric Cables
General Electric Company (for residential, commercial and industrial applications) Electronic Parts
Patent Button Company The Waterbury
Prentice Mfg Co The G E (stampings to customers' specifications)
Terrryville Manufacturing Co (Stampings to customer specifications)
Terryville Die Castings Newton-New Haven Co Inc New Haven Stewart Die Casting Div Stewart-Warner Corp Bridgeport Bridgeport Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (asbestos insulated) New Haven Die Casting Dies Eastern Machine Screw Corp The Weimann Bros Mfg Co. The Electric Cord Springs Bristol Spring Manufacturing Co New Haven Plainville Electronics Beau Electronics
McNeal J D
Ripley Co
Sturrup Larabee & Warmers Inc
Vinco Electronics Corporation Waterbury Die Heads-Self Opening
Eastern Machine Screw Corp The New Haven
Geometric Tool Division, Greenfield Tap & Die
Corp Electric Cords
General Electric Company
Rockbestos Wire & Cable Co Div Cerro de
Pasco Corp (asbestos insulated)
New Haven New Haven Middletown Middletown New Haven Die Polishing Machinery Hartford Special Machinery Co The Hartford Electric Enclosed Switches Arrow-Hart & Hegeman Electric Co The Riectroplating Giering Metal Finishing Inc
National Sherardising & Machine Co
Waterbury Plating Company

Hamden
Hartford
Waterbury Die Sets
Producto Machine Company The Bridgeport
Union Mfg Co (precision, steel and semi-steel)
New Britain Hartford Electric Eye Control Electroplating—Equipment & Supplies
Apothecaries Hall Company Division
Waterbury Ripley Company Inc Middletown Electric Fixture Wire
Rockbestos Wire & Cable Co Div Cerro de
Pasco Corp (asbestos insulated) New Haven Hoggson & Pettis Mfg Co The
Mitrametric Co The (ground for gears)
Torrington New Haven The Waterbury Enthone Inc Hubbard Hall Chemical Company Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Dur-Lea Manufacturing Co The MacDermid Incorporated Waterbury Waterbury Pratt & Whitney Co Inc (thread cutting thread rolling) West Hart Electroplating Processes & Supplies West Hartford Enthone Inc Electric Heating Elements Hartford Element Co Electrotypes
Barnum-Hayward Electrotype Co Inc New Haven Hartford Douglas Co Geo M Hartford New Haven Electric Insulation Case Brothers Inc Stevens Paper Mills Inc The Display Containers

National Folding Box Co Div Federal Paper
Board Co Inc (folding paperboard)

New Haven and Versailles Lockwood Sons Inc Wm H
New Haven Electrotype Div Electrographic
Corp Manchester Windsor Electric Lighting Fixtures
Plume & Atwood Mfg Co The Thomaston
Wasley Products Inc Plainville Elevators Displays—Design & Production
Ad-Craft Displays, Inc.
Conn-Craft Co. (Plastic)
Stifel & Kufta

Displays—Resign & Production
Waterbury
New Britain Eastern Elevator Co (passenger and freight) w Haven Hartford General Elevator Service Co Electric Motor Controls Arrow-Hart & Hegeman Electric Co The Enameling Hartford Giering Metal Finishing Inc Waterbury Plating Company Hamden Polecats Inc Display Equipment Old Saybrook Waterbury Monarch Electric Co (3 phase industrial New Britain Electric Motor Winding Enamels & Lacquers

Dobbs Chemical Co The (industrial finishes to customers' specifications)

New Haven industrial Displays—Metal

Durham Mfg Co The (Designing & Mfg to customers' specifications)

Merriam Mfg Co (Contract Work to Individual Specifications)

Parsons Co Inc W A (custom designed)

Durham Electric Motor Repair B & J Electric Co Ansonia Engineering
Technical Design and Development Co Inc
(design and drafting) Milford Electric Motors Electric Specialty Co Stamford
Iona Manufacturing Company The
Manchester Electric Specias...

Iona Manufacturing Compan...

Mancias...

Mancias...

Mancias...

New Britain

New Haven

Safety Electrical Equipment Corp

Safety Electrical Equipment Corp

Safety Electrical Equipment Corp

Safety Electrical Equipment Corp

Bridgeport End Mills Atrax Company The (solid carbide) Newington Displays-Plastic
Dura Plastics of New York, Inc. Westport Engraving—Plastic and Nonferreus Metals
Conn-Craft Co.
Waterbury
New England Engraving Company Div. of
Dura Plastics of New York, Inc.
Pratt & Whitney Co Inc (carbide and HSS)
West Hartford
Salisbury Products Inc Diversification Advisors Wirth Management Company Wilton Electric Switches Harvey Hubbell, Incorporated Door Cloners Sargent & Company Yale & Towne Mfg Co The Bridgeport Salisbury Products Inc New Haven Bilco Co The (metal, residential and commer-West Haven Electric Time Controls
Cramer Controls Corporation The Centerbrook Envelopes Curtis 1000 Inc United States Envelope Company Hartford Division Hartford Hartford Dowel Pins
Allen Manufacturing Co The
Hartford Machine Serew Co Div of Standard
Screw Co
Corp The
West Hartford
Tourington Electric Wire
Rockbestos Wire & Cable Co Div Cerro de
Pasco Corp (asbestos insulated) New Haven Excelsior Nielsen & Sons Inc John R South Windsor

Electric Wiring Devices
Arrow-Hart & Hegeman Electric Co The
Hartford

Bridgeport

Harvey Hubbell Incorporated

Torrington

Screw Co
Screw Co
Holo-Krome Screw Corp The
Torrington Co The

Extractors—Tap
West Hartford
(Advt.)

Walton Company The

Extruders and Accessories

Davis Electric Company (Ram Type Teñon Wallingford Davis-Standard Discourse Company Extruder) Walling
Standard Machinery and Davis-Standard
visions of Franklin Research Corp M Mystic

Eyelets

American Brass Co The Waterbury
Cly-Del Manufacturing Waterbury
Mark Eyelet & Stamping Co (small—metal)
Wolcott stampings)
Platt Bros & Co The
Plume & Atwood Mfg Co The
Stevens Co Inc
Waterbury Companies Inc Waterbury Thomaston Waterbury

Eyelets, Ferrules and Wiring Terminals
American Brass Company The
Waterbury Companies Inc
Waterbury

Eyelet Machine Products

American Brass Company The Waterbury
Ball & Socket Mfg Co the
Cold Forming Mfg Co The
Plut Bros & Co The
Plume & Atwood Mfg Co The
Stevens Co Ine
Waterbury Companies Inc

Waterbury
Waterbury
Waterbury

Fabricators
King Co Alfred B
Scovill Manufacturing Company
brass, bronze, copper, steel) North Haven (aluminum, Waterbury

Pabrics
Russell Mfg Co (Teflon, Moulded Fabric,
Bearing Surfaces, High Temperature Fab-

Fan Blades Torrington Manufacturing Company The Torrington

Fancy Dress Buttons and Buckles bury Companies Inc Waterbury Waterbury

Fans—Electric
General Electric Company
Monarch Electric Co (attic, industrial Bridgeport onarch Electronic ventilating) dustrial and New Britain

Ventilating Supplies Inc -Industrial Plainville

Fasteners—Aircraft
Scovill Manufacturing Company
Aircraft Fasteners) (PANELOC Waterbury

Fasteners—Industrial
Torrington Co The Torrington

Torrington Co Lie

Fasteners—Laundry Proof
Scoville Manufacturing Company (GRIPPER
Waterbury

snap fasteners

Fasteners—Slide & Snap
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners)

Waterbury

Auburn Manufacturing Company The (me-Middletown middletown chanical, cut parts) Middletown
Drycor Felt Company (paper makers and industrial) Staffordville

Felt—All Purpose
American Felt Co (Mill & Cutting Plant) Chas W House & Sons Inc (Mills & Cutting Plant)

Piber-glass Fabrication

Fibre Board Bird & Son Inc Case Brothers Inc Colonial Board Company C H Norton Co The Stevens Paper Mills Inc The New Britain Manchester Manchester North Westchester

File Cards Standard Card Clothing Co The Stafford Springs

Filing Equipment
Wassell Organization Inc Westport Filters-Fluid

Cuno Engineering Corp The Meriden Filters-Liquid Alsop Engineering Co. Milldale

H C Cook Co The Ansonia

Colt's Patent Fire Arms Mfg Co Inc Hartford Junior Screw Machine Products Inc West Haven OF Mossberg & Sons Inc New Haven Vinchester-Western Div Olin Mathleson Chemical Corp

Fire-Lite Alarms Inc New Haven

Fire Hose Fabrics Fire Hose (municipal and industrial)
Sandy Hook Fireplace Goods
Puritan Fireplace Furnishings Co
John P Smith Co The (screens) Milford New Haven

Fireworks M Backes' Sons Inc Wallingford Fishing Tackle

H C Cook The Ansonia

Flashlights
Bridgeport Metal Goods Mfg Co Bridgeport

Flat Springs
Bristol Spring Manufacturing Co Southington Gemco Manufacturing Co Inc

Flexible Shaft Machines
Pratt & Whitney Co Inc West Hartford

Float Switches
Gorn Electric Co Inc (for aircraft and comStamford

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The New Britain

Fluorescent Lighting Equipment
Fullerton Manufacturing Corp Norwalk
Vanderman Manufacturing Co The
Willimantic

Wiremold Company The

Foam Rubber
Armstrong Rubber Company The
West Haven

Atwater Manufacturing Company
Billings & Spencer Company
Bridgeport Hardware Mfg Corp The
Capewell Manufacturing Company
Chase Brass & Copper Company
Consolidated Industries Inc
Heppenstall Co (all kinds and shapes)
Reidgeport.

Scovill Manufacturing Company (Non-ferrous)
Waterbury

Foundries Connecticut Malleable Castings Co (malleable Connecticut Malleanie Castings New Haven
iron castings)
Derby Castings Company, The
Ductile Iron Foundry Inc
Startlord
Ansonia
Steel) Malleable Iron Fittings Co (Malleable Iron Malleable Iron FILINGS
And Steel Castings)
New England Alloy Casting Corp
Plainville Casting Company (gray, alloy and high tensile irons)
Producto Machine Company The
Smith & Winchester Mfg Co The
South Windham

Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)
Union Mfg Co (gray iron & semi steel)

Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Fountain Pens and Mechanical Pencils Waterman Pen Company Inc Seym Seymour John P Smith Co The

New Haven Four Slide Forms
Peck Spring Co Plainville

Frames—Hack Saw
Thompson & Son Co The Henry G
New Haven

Fuel Oil Pump and Heater Sets Peabody Engineering Corporation Sta Stamford

Norwalk Airconditioning Corp South Norwalk

Gage Blecks
Pratt & Whitney Co Inc (Alloy steel and Carbide, Hoke and USA)
West Hartford

Galvanising Malleable Iron Fittings Co Wilcox Crittenden & Co Inc Branford Middletown

Gaskets Auburn Manufacturing Company The (from all materials) Middletown Raybestos Division of Raybestos-Manhattan Inc Bridgeport

Gaskets-Metallic Laminated Shim Company Inc Glenbrook

Gas Scrubbers, Coolers and Absorbers Peabody Engineering Corporation Stamford

Ganges Bristol Co The (pressure and vacuum-recording automatic control)

Waterbury Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum)

Manning Maxwell & Moore Inc Stratford
New Haven Trap Rock Co The Machine Products Div (Johan Universal and Special Purpose Gauge)
Pratt & Whitney Co Inc (Precision Measurement all types)
West Hartford

Gears Mitrametric Co The (blanked fine pitch) Torrington

Gears and Gear Cutting
Farrel-Birmingham Company Inc
Fenn Mfg Co The
Hartford Special Machinery Co The
United Gear & Machine Co

Gears and Gear Cutting
Ansonia
Newington
Hartford
Suffield

Generators Hamco Inc (electric, portable, gasoline driven) New Haven Safety Electrical Equipment Corp

Glass Blowing Macalaster Bicknell Company New Haven

Glass Containers Feldman Glass Co. The New Haven

Glass Cutters Fletcher-Terry Co The Forestville

Grinding Farrel-Birmingham Company Inc (Roll and Farrel-Birmingham Company
Cylindrical)
Hartford Special Machinery Co The (gears,
threads, cams and splines)
Hartford
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)
K-F & D Mfg Company The (Contour and Precision)

Grinding Machines Farrel-Birmingham Company Inc (Roll) Rowbottom Machine Company Inc (cam) (cam) Waterbury

Grinding Wheels Fuller Merriam Company The West Haven

Grommets
American Brass Company The
Plume & Atwood Mfg Co The Waterbury Waterbury

Hack and Band Saw Blades Capewell Manufacturing Co The Hartford

Hair Hygiene Preparations Parker Herbex Corporation Stamford

Hammers-Carpenters and Machinists Capewell Manufacturing Company Hart Hartford

Hand Tools spencer Company (wrenches Hartford Billings and Spencer Company (wrenches ackets and shop tools)

Bridgeport Hardware Mfg Corp The (screw drivers, wrenches, nail pullers, box & crate openers, pliers, saws, trowels & special forg-Bridgeport

Hardened and Ground Parts Hartford Machine Screw Company Div of Standard Screw Co Hartford

Hardness Testers
Wilson Mechanical Instrument Div American
Chain & Cable Company Inc Bridgeport

Hardware Bassick Company The (Automotive)

City Lumber Co of Bridgeport Inc
Gordon Associates
Harlock Products Corp
Sargent & Company
Wilcox Crittenden & Co Inc
and industrial)
Yale & Towne Mfg Co The

[Automotive]
Bridgeport
Derby
New Haven
New Haven
Mer Haven
Middletown
Middletown
Stamford

Hardware—Marine & Bus Rostand Mfg Co The Milford

Hardware—Trailer Cabinet Excelsior Hardware Co The Stamford

Excelsior Hardware

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware
New Britain
Britain
Britain Corp J H Sessions & Son Yale & Towne Mfg Co The Stamford

Hat Machinery Danbury Doran Bros Inc

Health Surgical & Orthopedic Supports
Berger Brothers Company The (custom made
for back, breast and abdomen) New Haven

Heat Elements Hartford

Electroflex Heat Inc Hartford
Safeway Heat Elements Inc (woven wire resistance type)

Middletown

Heat Exchangers Whitlock Manufacturing Co The Hartford

Heat Sealing—Electronic Berger Bros (vinyl-polyethylene) New Haven

Heat Treating ABA Tool & Die Co Manchester Bennett Metal Treating Co The Elmwood	Industrial Design Van Dyck Associates (product appearance and engineering) Westport	Plume & Atwood Mfg Co The (metal oil) Waterbury
ommercial Metal Treating Co Bridgeport Martford Machine Screw Company Hartford Jew Britain-Gridley Machine Division The New Britain Machine Co New Britain	Industrial Displays Sansone Co S Frederick (Designers Builders and Counselors) Short Beach	Lampholders—Incandescent and Fluorescent General Electric Company Bridgeport
New Haven Heat Treating Co Inc New Haven Skene Co Inc The William A (metals) Bridgeport	Industrial Finishes Chemical Coatings Corporation Rocky Hill	Verplex Company The Essex
Skinner Chuck Co The Stanley P Rockwell Co Inc The Hartford (Advt.)	Inks Waterman Pen Company Inc Seymour	Lanterns—Battery Operated  Electrical Div Olin Mathieson Chemical Corp  New Haven
Heat-Treating Equipment Barnes Co The Wallace Div Associated Spring Corp Bristol	Insecticides American Cyanamid Company Waterbury	Lathes—Toolroom and Automatic Pratt & Whitney Co Inc West Hartfor.
Bauer & Company Inc Hartford Rolock Inc (Retorts, Muffles, etc.) Fairfield Stanley P Rockwell Co Inc The (commercial) Hartford	Inserts—Screw Threads Heli-Coil Corp Danbury	Lead Plating Christie Plating Co The Groton
Heat Treating Fixtures Rolock Inc (Trays, Baskets, etc.) Wiretex Mfg Co Ine Fairfield Bridgeport	Instalment Payment Books Wassell Organization Inc Westport	Leather Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury
Heat Treating Salts and Compounds Mitchell-Bradford Chemical Co Milford	Insulated Wire & Cable General Electric Company (for residential com- mercial and industrial applications)	Andrew B Hendryx Co The New Haven
Heaters—Electric General Electric Company Bridgeport	Kerite Company The Bridgeport Seymour	The Smith-Worthington Saddlery Co Hartford  Leather, Mechanical
Dunham-Bush, Inc. West Hartford	Insulated Wire & Cable Machinery Davis Electric Company Wallingford	Auburn Manufacturing Company The (pack- ings, cubs, washers, etc) Middletown
Heating and Cooling Coils G & O Manufacturing Co New Haven	Instruments Bristol Company The Waterbury Manning Maxwell & Moore Inc Stratford	Letterheads  Lehman Brothers Inc (designers, engravers, lithographers)  New Haven
Heating Elements Hartford Element Co Hartford	Penn Keystone Corporation Derby Pratt & Whitney Co Inc (Precision Measuring) West Hartford	Lighting Equipment Fullerton Manufacturing Corp Miller Co The (Miller, Ivanhoe) Meriden
Heavy Chemicals Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic	Integrators Reflectone Electronics, Inc. Stamford	Lighting Fixtures Wasley Products Inc Plainville
acids and aniline oil) Naugatuck  Heavy Machinery	Action Systems Co Meriden	Lime New England Lime Company Canaan
Smith & Winchester Mfg Co The South Windham	Interval Timers  Lux Clock Manufacturing Company Waterbury Rhodes Inc M H Hartford	Lipstick Cases Scovill Manufacturing Company Waterbury
Allen Manufacturing Company The Bristol Company The Hartford Machine Screw Co Div of Standard Screw Co Hartford	Case Brothers Inc Manchester	Lipstick Containers Bridgeport Metal Goods Mfg Co Plume & Atwood Manufacturing Co Waterbury
Holo-Krome Screw Corp The West Hartford	H Sessions & Son Bristol	Lithographers
High Frequency Alternators  Electric Specialty Co Stamford  Safety Electrical Equipment Corp New Haven	Jig Borer Linley Brothers Company Bridgeport Moore Special Tool Co (Moore) Bridgeport	O'Toole & Sons Inc T Stamford  Lithographing City Printing Co. The New Haven
Highway Guard Rail Hardware Malleable Iron Fittings Co Branford Hinges	Pratt & Whitney Co Inc West Hartford  Jigs, Fixtures & Gages Federal Machine & Tool Co Bristol	City Printing Co. The New Haven Kellogg & Bulkeley A Division of Connecticut Printers Inc Lehman Brothers Inc A. D. Steinbach & Sons New Haven
Homer D Bronson Company Beacon Falls Hobs and Hobbings	Jig Grinder Moore Special Tool Co (Moore) Bridgeport	Yale & Towne Mfg Co The Stamford
Pratt & Whitney Co Inc (Die and Thread mill- ing) West Hartford	Junior Automobiles Power Car Company Mystic	Locks—Builders Sargent & Company Yale & Towne Mfg Co The Stamford
Hanson-Whitney Co The (fine pitch gear) Hartford	Key Blanks	Locks—Cabinet Excelsior Hardware Co The Stamford
Union Mfg Company New Britain	Sargent & Company Yale & Towne Mfg Co The Stamford	Yale & Towne Mfg Co The Stamford  Locks—Special Purpose
K-F & D Mfg Company The Manchester	Labels Naugatuck Chemical Division United States Rubber Co (for rubber articles) Naugatuck	Yale & Towne Mfg Co The Stamford  Locks—Suitcase and Trimmings
Scovill Manufacturing Company (garden and industrial hose) (garden and Waterbury	Label Dispensers  Derby Sealers Inc (pressure-sensitive labels)  Derby	Excelsior Hardware Co The Stamford
Hose—Flexible Metallic American Brass Co	Label Moisteners Better Packages Inc ("Counterboy"—"Packer")	Excelsior Hardware Co The Stamford Yale & Towne Mfg Co The Stamford
American Metal Hose Branch Waterbury	Derby Sealers Inc Shelton Derby	Excelsior Hardware Co The Stamford
Hose Supporter Trimmings Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport	Laboratory Equipment Eastern Industries Inc New Haven	Loom—Non-Metallic Wiremold Company The Hartford
Hespital & Rehabilitation Equipment Polecats Inc Old Saybrook	Laboratory Supplies  Macalaster Bicknell Company New Haven	Lubricating System-Mist Thompson & Son Co The Henry G New Haven
	American Fabrics Company The Bridgeport	Lumber & Millwork Products City Lumber Co of Bridgeport Inc Bridgeport
Hydraulic Brake Fluids Eis Manufacturing Co Middletown	Wilcox Lace Corporation The Middletown	
Hydraulic Brake Fluida	Lacquers & Synthetic Enamels Chemical Coatings Corporation Rocky Hill	Collins Company The Collinsville
Hydraulic Brake Fluids Eis Manufacturing Co Middletown	Lacquers & Synthetic Enamels	

Machine Tools Farrel-Birmingham Company Inc Ansonia
Pratt & Whitney Co Inc West Hartford
Producto Machine Company The Bridgeport Banthin Engineering Co
Farrel-Birmingham Company Inc
Fenn Manufacturing Company The
Newington
Newington parts)
Fuller Brush Company The (precision contract
Hartford work)
Hartford Special Machinery Co The (contract Hartford work only)
National Sheradizing & Machine Co. (job)
Hartford New Haven Trap Rock Co The Machine Prod New Haven Trap Rock Co The Machine Products Div or Corporation Swan Tool & Machine Co The Safety Electrical Equipment Corp Torrington Manufacturing Co The ing mill machinery)

Torrington Co The Torrington Torrington Machinery Conn Machine Repair Inc (apecial mfg)

Davis Electric Company (Wire and Cable)

Wallingford Fenn Manufacturing Company The (special)
Newington Hallden Machine Company The (mill)
Thomaston
Torrington Manufacturing Co The (mill)
Torrington
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc (metal working)
Waterbury Machinery—Automatic
Banthin Engineering Company (new and rebuilt)
Bridgeport Machinery—Automatic Feeding
Technical Design and Development Co Inc
Milford Machinery—Belt and Nut
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc Waterbury Machinery—Cold Heading
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc Waterbury Machinery Dealers & Rebuilders
Botwinik Brothers
Bristol Metal Working Equipment
East Hartford Conn Machine Repair Inc J L Lucas and Son State Machinery Co Inc Bridgeport Fairfield New Haven Machinery—Extrading
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic Machinery—Metal-Working
Fenn Mfg Co The
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Pratt & Whitney Co Inc
West Hartford Pratt & Whitney Co The
Machinery—Nut
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc (forming and tapWaterbury Machinery—Screw and Rivet
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc Waterbury Machinery—Wire Drawing
Fenn Mfg Co The
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury Machinery Rebuilding Conn Machine Repair Inc Bridgeport Machinery—Wire Straightening
Mettler Machine Tool Inc New Haven
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc Waterbury Machinery-Wire Straightening and Cutting Mettler Machine Tool Inc New Haven Machines

Campbell Machine Div American Chain & Cable
Co Inc (cutting & nibbling) Bridgeport

Coulter & McKenzie Machine Co The (special,
new development engineering design and construction) Bridgeport Machines Automatic Globe Tapping Machine Co Globe Tapping Machine Co

Machines—Automatic Chucking

New Britain-Gridley Machine Division

The New Britain Machine Co (multiple apindle and double end)

New Britain

Approximately September 1 of the September 1 of the September 2 of the Se Bridgeport

Hartford Machines—Draw Benches
Fenn Manufacturing Company The Newington
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury

Wirth Management Company Cooney Engraving Co Hoggson & Pettis Mfg Co The Marking Tools
Parker-Hartford Corporation Lockwood Sons Inc Wm H Waterbury Mattress Co Enthone Inc MacDermid Incorporated Enthone Inc Mitchell-Bradford Chemical Co Metal Finishing Hartford Industrial Finishing Co National Sheradizing & Machine Co Waterbury Plating Company

Metal Finishes

New Haven Milford

Hartford Hartford Waterbury

Fuller Brush Co The

Machines-Forming
Nilson Machine Company The A H (four-slide
wire and ribbon stock)
Shelton Machines-Paper Ruling John McAdams & Sons Inc Machines—Precision Boring
New Britain-Gridley Machine Division
The New Britain Machine Co. New Britain Machines—Rolling
Fenn Manufacturing Company The Newington Machines—Slotting
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc (screw head)
Waterbury Machines—Special Fenn Mfg Co The Fuller Brush Co The Newington Hartford Machines—Swaging
Fenn Manufacturing Company The Newington
Torrington Co The
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury Machines—Thread Rolling
Hartford Special Machinery Co The
Peterson Division Mettler Machine Tool Inc
New Haven
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc

Waterbury Machines—Turks Head
Fenn Manufacturing Company The
Newington
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury Machines—Wire Drawing
Fenn Manufacturing Company The Newington
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury Machining—Herizental Bering
Tucker Machine Co New Haven Management Counsel Wirth Management Company Wilton Manganese Bronze Ingot Whipple and Choate Company Bridgeport Manicure Instruments
W E Bassett Company The Derby Marine Equipment
Wilcox-Crittenden Div North & Judd Mfg Co
Middletown Marine Reserve Gears Snow-Nabstedt Gear Corp The Market Studies and Reports Wilton Marketing Service Business Incubation Laboratory Wilton Marking Devices Branford w Haven New Parker-Hartford Corporation (steel) Hartford Hartford Masonry Products ducts Hamden, Hartforu, --hury, Willimantic Plasticrete Corp Hamde North Haven, Waterbury, Materials Handling
Hayes-Te Equipment Corp Connecticut Conveyor Division (Conn-Veyor) Unionville
Parsons Co Inc W A (tote pans) Durham Unionville Durham Mats-Newspaper Hartford Waterbury Metal Boxes
Durham Mfg Co
Parsons Co Inc W A (tool kits) Durham Durham Metal Boxes and Displays

Durham Mfg Co The (Designing & Mfg to customers' specifications)

Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombilt containers and displays) Metal Cleaners
Apothecaries Hall Company Division
The Hubbard Hall Chemical Company
Waterbury New Haven Waterbury

Metal Formings ring Company West Cheshire New Britain Master Engineering Co Stanley Pressed Metal Metallurgiste Bridgeport Testing Laboratory Inc Bridgeport Leed Co The H A Mouldings Hamden H C Cook Co The Ansonia Metal Powder Products Norwalk Powdered Metals Inc Norwalk Metal Products—Stampings
American Brass Company The Waterbury
Plume & Atwood Manufacturing Co Thomaston Kensington Bristol Prentice Mfg Co The G E
J H Sessions & Son
Scovill Manufacturing Company
der)
Stanley Pressed Metal

Thomaston
Kensington
Made-to-OrWaterbury
New Britain Metal Specialties Excelsior Hardware Co The Torrington Co The Stamford Metal Spinning Moseley Metal Crafts Inc West Hartford Metal Stampings
American Brass Company The
Better Formed Metals Inc
Cly-Del Manufacturing Co.
Doo'Val Tool & Mig Inc The
Excelsior Hardware Co The
Greist Mig Co The
H C Cook Co The
Stanley Humason Inc
Mohawk Mig Co (threaded)
North & Judd Manufacturing Co
North & Judd Manufacturing Co
J A Otterbein Company The
tions)
J H Sessions & Son
Patent Button Co The
Saling Manufacturing Co
The Saling Manufacturing Co
Wasley Products Inc
Waterbury Companies, Inc.
Waterbury Lock & Specialty Co
Meters—Gas

Waterbury
Waterbury
Thomaston
Unionville
Plainville
Waterbury
Waterbury
Thomaston
Unionville
Plainville
Waterbury
Thomaston
Terryville
Waterbury
Thomaston
Unionville
Plainville
Waterbury
Thomaston
Terryville
Plainville
Plainville
Waterbury
Thomaston
Terryville
Plainville
Plainvill Metal Stampings Meters-Gas Sprague Meter Company Bridgeport Meters-Parking Rhodes Inc M H Hartford Microfilming
American Microfilming Service Co.
New Haven
Milford John P Smith Co The New Haven Mill Machinery
Torrington Manufacturing Company The
Torrington
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury Milling Machines
Pratt & Whitney Co Inc (Keller Tracer—
Controlled Milling Machines) West Hartford
Rowbottom Machine Company Inc (can)
Waterbury Mill Products Seovill Manufacturing Company (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube)
Waterbury Mill Supplies
Wilcox-Crittenden Div North & Judd Mfg Co
Middletown Millwork Hartford Builders Finish Co Hartford Miniature Precision Connectors Gorn Electric Co Stamford Minute Minders Lux Clock Mfg Co The Waterbury Mirror Rosettes and Hangers
Waterbury Companies Inc Waterbury Mixers-Liquid Alsop Engineering Co. Milldale Mixing Equipment Easter Industries Inc New Haven Model Work

B & N Tool & Engineering Co (instruments and timing devices)

Conn-Craft Co. (Architectural and Industrial)

Waterbury

Machines—Brushing Fuller Brush Co The

Hartford

Otis Woven Awning Stripes
Norwich Motion Picture Equipment
Victor Animatograph Corp a div of Kalart
(16mm aound and silent projectors film
splicers and rewinders) Plainville Phosphor Bronze Ingots
Whipple and Choate Company The Bridgeport The Falls Company Ovens-Photo Engraving Bauer & Company Inc Dowd Wyllie & Olson Inc
Wilcox Photo Engraving Co Inc
New Haven Bauer & Company and
Packaging-Engineering
Commerce Packaging Corp
National Export Corp. (Military and Commercial—equipped for domestic and export packaging, canning, crating and shipping)
New Haven Motion Pictures Milford Photocopy Equipment and Supplies
Ludwig Inc F G Old Saybroom Motor—Generator Sets
Electric Specialty Co Safety Electrical Equipment Corp New Haven Photographic Equipment
Electrical Div Olin Mathieson Chemical Corp Motors—Electric Timing
Cramer Controls Corporation The Centerbrook Packaging & Packing Commerce Packaging Corp Mercer & Stewart Co The Stamford Kalart Company Inc Piano Repairs
Pratt Read & Co Inc (keys and action)
Ivoryton Motors—Hystersis Synchronous Beau Electronics Waterbury Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet) Bridgeport Pratt Read & Co (keys and actions, backs, Motors-Synchronous Cramer Controls Corporation The Electric Specialty Co Stamford Pillow Blocks
New Departure Div of General Motors (ball)
Bristol Moulded Plastic Products
Butterfield Inc T F
U S Plastic Molding Corp
Waterbury Companies Inc
Watertown Mfg Co The Padlocks Sargent & Company N Waterbury Lock & Specialty Co The Yale & Towne Mfg Co Inc New Haven Naugatuck Wallingford Milford Stamford Waterbury Pads-Office The Baker Goodyear Company Mouldings
Himmel Brothers Co The (architectural, metal Branford Paints
Tredennick Paint Manufacturing Co The Meriden Hoggston & Pettis Mfg Co The (steel)
New Haven Panelyte Leed Co The H A Hamden Panta

Moore Special Tool Co (crush wheel dresser)

Bridgeport Name Plates
Conn-Craft Co. (Metal and Plastic) Waterbury
Cooney Engraving Co
Branford
Seton Name Plate Co (metal & plastic name
plates and identification tags) New Haven Pantographic Reproduction & Fabrication Conn-Craft Co. (Metals, Plastics and Wood) Waterbury Napper Clothing

Standard Card Clothing Co The (for textile
Stafford Springs Paperboard
Continental Can Co., Boxboard and
Folding Carton Division
Federal Paper Board Co Inc
New Haven Board & Carton Co Montville Montville
New Haven
The
New Haven
Montville Wilcox Lace Corp The Middletown Robertson Paper Box Co Robertson Paper Boxes

Atlantic Carton Corp (folding) Norwich
National Folding Box Co Div Federal Paper
Board Co Inc (folding)

New Haven & Versailles
Bristol Newspaper Mats Lockwood Sons Inc Wm H Hartford New Product Consultants Business Incubation Laboratory Wilton Mills Inc H J
New Haven Board & Carton Co The
Roberston Paper Box Co (folding)
Montville Nickel Anodes
Apothecaries Hall Company Division
The Hubbard Hall Chemical Company
Seymour Manufacturing Co. The Seymour Plax Corporation Nickel Silver
American Brass Company The
Bridgeport Brass Company
Plume & Atwood Mfg Co The
Waterbury Rolling Mills Inc
Waterbury
Valles Waterbury Paper Boxes—Folding and Bridgeport Paper Box Company Bridg M Backers' Sons Inc Wallin Bridgeport Wallingford H C Cook Co The (steel) Ansonia Paper Mill Machinery Farrel-Birmingham Company Inc Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)

New Haven Ansonia Paper—Shredded Nielsen & Sons Inc John R South Windsor Nickel Silver Ingot Whipple and Choate Company The Paper Tubes and Cores Sonoco Products Co (Climax-Lowell) Div Night Latches Sargent & Company Yale & Towne Mfg Co Inc New Haven Stamford Parallel Tubes
Sonoco Products Co (Climax-Lowell) Div Hartford Machine Screw Company Mystic Rhodes Inc M H Plax Corporation Non-ferrous Metal Castings Hartford Miller Company The Hartford Machine Screw Co Div of Standard Screw Co
Standard Screw Co
Standard Screw Co
Hartford Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)
Torrington Co The Meriden Nuts, Bolts and Washers Clark Brothers Bolt Co Hartford Machine Screw Co Div of Standard Screw Co Torrington Co The Milldale Enthone Inc Hartford Office Equipment Pitney-Bowes Inc Underwood Corporation Bridgeport & Hartford Wassell Organization Inc Connecticut
Printers Inc Pattern-Makers Farrel-Birmingham Company Inc Ansonia Pattern Shop Smith & Winchester Mfg Co Th Offset Printing City Printing Co. The South Windham New Haven Penlights Bridgeport Metal Goods Mfg Co Oil Burners Bridgeport Miller Company The (domestic) Meriden
Peabody Engineering Corp (Mechanical and/or
Steam Atomizer)
Silent Gow Oil Burner Corp The Personnel Consultants Wilton Wirth Management Company Pet Furnishings Andrew B Hendrix Co The Oil Tanks
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground) New Haven

CEM Company ("Spirol")
Hartford Machine Screw Co Div of
Standard Screw Co
Torrington Co The (Dowel & Taper)
Torrington Danielson Hartford Torrington to The Lorentz Pipe
American Brass Co The (brass and copper)
Waterbury
Chase Brass & Copper Co (red brass and Waterbury copper)
Howard Co (cement well and chimney)
New Haven Pipe Fittings
Malleable Iron Fittings Co Malleable Iron Fittings CoPipe Plugs
Hartford Machine Screw Co Div of
Standard Screw Co
Hartford
Holo-Krome Screw Corporation
The (counterWest Hartford Branford Pipe Plugs-Socketed Hartford Machine Screw Co Div of Standard Screw Co Holo-Krome Screw Corp The West Pistols & Revolvers
Colt's Patent Fire Arms Mfg Co Inc Hartford Plastic Bottles Dicomfield Plax Corporations

Plastic Buttons

Frank Parizek Manufacturing Co The

West W Willington Plastic Engraving Conn-Craft Co.

New England Engraving Co Div of Dura
Plastics of New York Inc
Salisbury Products Inc

Westport
Lakeville Waterbury Plastic Extruders
Danielson Mfg Co The (nylon and other engineering plastics)
Danielson Danielson
Jessall Plastics Div of The Electric Storage
Battery Co Kensington Plastic Fabrication Plastic Fabrication Conn-Craft Co. Dura Plastics of New York, Inc. Fabricon Corp Salisbury Products Inc Waterbury Westport Unionville Lakeville Plastic Film & Sheet Materials Gilman Brothers Co The Gilman Bloomfield Plastic Forming Dura Plastics of New York, Inc. Westport Plastic Lining Equipment New Haven Plastic Material Dura Plastics of New York, Inc. (sheet, rod & tube)

Westport Butterfield Inc T F Butterfield Inc T F
Conn Plastics
Danielson Mfg Co The (nylon and neering plastics)
Engineered Plastics, Inc.
Plastic Molding Corporation
Rogers Manufacturing Co The
Specialty Plastics Corp (custom)
Stanley Chemical Co The
U S Plastic Molding Corporation
Waterbury Companies Inc
Waterbury Companies Inc
Watertown Mfg Co The
Watertown Waterbury Companies Inc Naugatuck Plastic Pipe and Fittings
Colonial Blower Co
Danielson Mfg Co The (nylon and other engineering plastics)
Enthone Inc

Watertown
Watertown
Plaintellon
Panielson
New Haven Plastic Printing Plates Lockwood Sons Inc Wm H Phosphor Bronze
American Brass Company The
Bridgeport Brass Company
Miller Company The (sheets, strips, rolls) Hartford Plastic Rod
Danielson Mfg Co The (nylon and other engineering plastics)
Danielson Waterbury Rolling Mills Inc (sheets, strips, rolls)
Western Brass Mills Div Olin Mathieson Chemical Corp (sheets, strip)
New Haven Plastic Tape
Danielson Mfg Co The (nylon and other engineering plastics)

Danielson 51

New Haven Plainville

Whitlock Manufacturing Co The

Oils—Cutting
Anderson Oil and Chemical Company, Inc.
Portland

Optical Cores & Ingots
Plume & Atwood Mfg Co The Thomaston

South Norwalk Hartford

Danielson Mfg Co The (nylon and other engineering plastics)  Plastic Wire Coating Materials	Pressure Vessels  Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)  Rolock Inc Fairfield	Howard Company New Haven Mullite Works Refractories Div H K Porter Co Inc Shelton
Electronic Rubber Co Stamford Plastics	Whitlock Manufacturing Co The Hartford	Dunham-Bush Inc West Hartford
Naugatuck Chemical Division United States Rubber Co Naugatuck (Advt.)	Printing Allied Printing Service Inc Manchester Bussmann Press Inc New Haven Case Lockwood & Brainard A Division of Con- necticut Printers Inc	Refrigeration Condensing Units Brunner Division of Dunham-Bush Inc West Hartford
Plastics & Resins American Cyanamid Co Plastics & Resins Div Wallingford	City Printing Co. The Finlay Brothers Hartford Heminway Corporation The Waterbury	Research & Development Continental Engineering Corporation Farmington
Plastics Machinery Farrel-Birmingham Company Inc Ansonia Plastics—Moulds & Dies Crown Tool & Die Co Inc Bridgeport	Hildreth Press Hartford Lehman Brothers Inc Miller-Johnson, Inc. Taylor & Greenough Co The Wethersfield Wethersfield	Raymond Engineering Laboratories (Electro- Mechanical) Middletown State Testing Laboratory Inc (chemical/physi- cal testing) Bridgeport
Plasticrete Bloc Plasticrete Corp Hamden, Hartford, North Haven, Waterbury, Willimantic	T B Simonds Inc A D Steinbach & Sons The Walker-Rackliff Company  Hartford New Haven New Haven	Resistance Wire C O Jeliff Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum) Southport
Acme Chromium Plating Co Christie Plating Co Groton Chromium Process Company The (Chromium	Printing Machinery Banthin Engineering Co (automatic) Bridgeport	Kanathal Corporation The Stamford Respirators
Plating only) Water Plating Company Shelton Waterbury	Printing Plates Ads Inc Div CSW Plastic Types Inc (mats services) Rocky Hill	American Optical Company Safety Products Division Putnam Retainers
Platers' Equipment Apothecaries Hall Company Enthone Inc Lea Manufacturing Co The Waterbury	Lockwood Sons Inc Wm H Hartford  Printing Rollers	Hartford Steel Ball Co The (bicycle & auto- motive) Hartford
MacDermid Incorporated Waterbury  Platers Metal Plume & Atwood Mfg Co The Thomaston	Chambers-Storck Company Inc The (engraved) Norwich Printing—Silk Screen	Rigid Plastic Sheet Material Gilman Brothers Company The Gilman Riveting Machines
Plating Christie Plating Co The (including lead plating) Groton Giering Metal Finishing Inc Hamden	Ad-Craft Displays, Inc. Bloomfield  Production Control Equipment Ripley Company Inc Middletown	Grant Mfg & Machine Co The Linley Brothers Company Patent Button Co The (automatic) Ripley Company Inc H P Townsend Manufacturing Co The
Superior Plating Co Tec-Plate Inc  Plating Processes and Supplies Enthone Inc Seymour Manufacturing Co. The State Testing Laboratory Inc analyses)  Plumbers' Brass Goods  Keeney Mfg Co The (special benda)  Newinston	Wassell Organization Inc Westport Propellers—Aircraft Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment) Windsor Locks Protective Coatings Harrison Company The A S (Waxes) South Norwalk	Riveta  Clark Brothers Bolt Co Milford Rivet & Machine Co The Plume & Atwood Mfg Co The Raybestos Div of Raybestos-Manhattan Ine The (brass and aluminum tubular and solid cop- per) Raybestos Div of Raybestos-Manhattan Ine The
McGuire Mfg. Co. Waterbury Scovill Manufacturing Company Waterbury Plumbing Specialties	Publishers O'Toole & Sons Inc The Stamford Pumps	(iron) Bridgeport  Rivet Setting Machines Milford Rivet & Machine Co The Milford
Risdon Manufacturing Co John M Russell Div Naugatuck  Pneumatic Conveyors  Spencer Turbine Co., The Hartford	Sumo Pumps Inc (Deep-well electro-submersi- ble) Stamford Yale & Towne Mfg Co The Stamford Pumps—Centrifugal	American Brass Company The (copper, brass bronze) Bridgeport Brass Company Bristol Brass Corp The (brass and bronze)
Pole Line Hardware Malleable Iron Fittings Co  Branford  Police Equipment	Alsop Engineering Co. Milldale  Pumps—Small Industrial Eastern Industries Inc New Haven	Bristo  Scovill Manufacturing Company (aluminum brass, bronze, etc.)  Waterbury
The Smith-Worthington Saddery Co Hartford  Pellshing C & E Metal Finishing Co Hartford Mirror Polishing & Buffing Co Waterbury	Punches Hoggson & Pettis Mfg Co The (ticket & cloth) New Haven	Rollers—Bituminous Paving Gabb Special Products Div E Horton & Son Company Windsor Lock
Pitney Bowes Inc Stamford	Purchasing Service—Industrial Hartz-Miller Associates Meriden	Roller Skate Wheels Raybestos Division of Raybestos-Manhattan In Bridgepor
Potentiometers—Electronic Bristol Company The Waterbury Precision Machine Tool Spindles Whiton Manufacturing Co (for milling, grinding, boring & drilling) Farmington	Putty Softeners—Electrical Fletcher Terry Co The Forestville  Pyrometers Bristol Co The (recording and controlling)	Rolling Mills & Equipment Farrel-Birmingham Company Inc Fenn Mfg Co The Precision Methods & Machines Inc Waterbury Farrel Foundry & Machine Co The Division of Textron Inc Waterbury
Precision Manufacturing Hartford Machine Screw Co Div of Standard Screw Co Hartford Torrington Co The Torrington	Waterbury  Radiation—Finned Copper  Bush Manufacturing Co West Hartford G & O Manufacturing Company The	Rolls Farrel-Birmingham Company Inc (Chilled an Alloy Iron, Steel) Ansoni
Precision Revolving Machinery Whiton Manufacturing Co Farmington	Vulcan Radiator Co The (steel and copper) Hartford	Lurie Inc A Bloomfiel
Precision Sheet Metal Fabrication Milford Fabricating Co Milford	Radiators—Engine Cooling G & O Manufacturing Co New Haven	Rotary Files Atrax Company The (carbide) Newingto
Precision Springs & Wire Forms Rowley Spring Co Inc The Bristol	Ratchet Offset Screw Driver Chapman Co J W Durham	Routers Atrax Company The (solid carbide) Newingto
Premium Specialties Waterbury Companies Inc Waterbury	Rayon Staple Fiber Hartford Rayon Corp The Rocky Hill	Rubber Chemicals Naugatuck Chemical Division United State Rubber Co Naugatuck
Preservatives—Wood, Rope, Fabric Darworth Incorporated ("Cuprinol") ("Cellu-san") Simsbury	Reamers Atrax Company The (solid carbide) Newington Pratt & Whitney Co Inc (All types)	Stamford Rubber Supply Co The ("Factice Vulcanized Vegetable Oils)  Rubberized Fabrics
Case & Risley Press Paper Co (genuine) Oneco	Pratt & Whitney Co Inc (all types carbide and HSS)  West Hartford	Duro-Gloss Rubber Co The New Have
Case Brothers Inc Manchester  Presses	Record Equipment Wassell Organization Inc (filing equipment) Westport	Goodyear Rubber Co The Middletow  Rubber Gloves Seamless Rubber Company The New Have
Farrel-Birmingham Company Inc (Hydraulic) Ansonia	Recorders Bristol Co The (automatic controllers, tempera-	Rubber—Handmade Specialties Seamless Rubber Company The New Have
Presses—Power Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation) Waterbury Farrel Foundry & Machine Co The Division of Textron Inc  Waterbury	ture, pressure, flow, humidity) Waterbury  Reduction Gears Farrel-Birmingham Company Ine Snow-Nabatedt Gear Corp The New Haven	Rubber Latex Compounds and Dispersions Naugatuck Chemical Division United State Rubber Co (coating, impregnating and adhasive compounds)  Naugatuc

Screw Machine Products (Cont.)
Stanley Humason Inc
Independent Screw Company
incl 14" capacity)
Junior Screw Machine Products
Lowe Mfg Co The

Screw Machine Products
(Cont.)
Forestville
(up to and
West Hartford
Inc
West Haven
Wetherafield Signals H C Cook Co The (for card files) Rubber Mill Machinery Farrel-Birmingham Company Inc Ansonia Ad-Craft Displays, Inc. (all types, quantity Bloomfeld Rubber-Molded Specialties Airex Rubber Prod Corp
Associated Gaskets, Inc.
Bond Rubber Corporation
Seamless Rubber Company The Portland only)

Bloomfield

Conn-Craft Co. (3 Dimensional, Plastic, Metal

Waterbury Bridgeport Derby New Haven Lowe Mfg Co The West Haven
Main Screw Machine Products (davenport & automatics exclusively)
National Automatic Products Company The Silk Screen Process Printing
Ad-Craft Displays Inc Bloomfield
Norton Co R New Haven
Strocco Screen prints New Haven
Stifel & Kufta Inc New Britain Rubber Products
Airex Rubber Prod Corp Portland Nelson's Screw Machine Products P New Britain Machine Company The Rubber Printing Plates
ADS Inc Div CSW Plastic Types Inc
Lockwood Sons Inc Wm H

Hartford New Haven Screw Machine Prods Inc (up to 1½" capacity)
Newton Screw Machine Products Co Plainville Olson Brothers Company (up to ½" capacity)
Plainville New Britain Silk Screening on Metal
Ad-Craft Displays Inc Bloomfield
Merriam Mfg Co (Displays and Specialties, to
order)
Durham Rubber Products—Mechanical
Associated Gaskets, Inc.
Bridgeport
Auburn Manufacturing Company The (washers,
gaskets, molded parts)
Middletown
Seamless Rubber Company The
New Haven Olson & Sons R P
Plume & Atwood Mfg Co The
Scovill Manufacturing Company
United Screw Machine Co
Waterbury Machine Tools & Products Co
(Brown & Sharpe and Davenport)
Waterbury Silverware Wallace Silversmiths Inc Wallingford Rubber—Reclaimed
Naugatuck Chemical Division I Simulators Reflectone Electronics, Inc. Stamford Sintered Metal Products
American Sinterings Div of Engineered Plastics Inc (Powder Metal Parts) Watertown
Raybestos Division of Raybestos-Manhattan Inc United States Naugatuck Screw Machine Tools

American Cam Company Inc (Circular Form
Hartford Rubbers
Naugatuck Chemical Div U S Rubber Co (synthetic rubbers and latex)
Naugatuck Bridgeport American Cam Company Hartford
Tools) Hartford
Pratt & Whitney Co Inc Reamers, Tapa, Dies,
Blades and Knurls) West Hartford
Somma Tool Co (precision circular form tools)
Waterbury Rust Preventives
Anderson Oil and Chemical Company, Inc.
Portland
New Haven Sizing and Finishing Compounds American Cyanamid Company Wat Waterbury Slide Fasteners
G E Prentice Mfg Co The
Scovill Manufacturing Company Kensington (GRIPPER Waterbury Screws

Allen Manufacturing Company The Hartford

American Screw Company Willimantic

Atlantic Screw Works (wood) Hartford

Bristol Company The (socket set and socket cap

Waterbury zippers) Rust Removers Smoke Stacks New Haven American
Atlantic Screw House
Bristol Company The (socket second Bigelow Company The (steel) Norwalk Tank Co The New Haven South Norwalk Saddlery
The Smith-Worthington Saddlery Co Hartford Snap Fasteners
Patent Button Co The
Scovill Manufacturing Company
snap fasteners) Safety Belts (GRIPPER Waterbury Russell Mfg Co Middletown J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury and socket cap)
Scovill Manufacturing Company
Superior Manufacturing Co The
Torrington Co The Safety Clothing
American Optical Company Safety Products Putnam Torrington Safety Fuses
Ensign-Bickford Co The (mining & detonating)
Simsbury Sound Equipment Allen Manufacturing Company The Bristol Co The Hartford Machine Screw Co Div of Standard Screw Co Holo-Krome Screw Corp The West Hartford Vinco Electronics Corputation

Special Machinery
Banthin Engineering Company (complete and/
or parts)

or parts

or Safety Gloves and Mittens American Optical Company Safety Division Banthin Engineering Company (complete and/ or parts)
Farrel-Birmingham Company Inc
Federal Machine & Tool Co
Fenn Mfg Co The
Hartford Special Machinery Co The
Hartford Special Machinery Co
Hartford Special Machinery Co
Hartford Special Machinery Co
Hartford Special Machine Co
Stock shells for rubber industry
Wan Tool & Machine Co The
Tucker Machine C Products Sealing Tape Machines
Better Packages Inc ("Counterboy," ahooter," "Big Inch") Shelton
Derby Sealers Inc (gummed and sensitive tapes)
Sealing Tape Machines
Sealing Tape Machine Safety Goggles
American Optical Company Safety Products
Division Saw Blades—Hack
Capewell Mfg Co The
Thompson & Son Co The Henry G
New Haven Screw Threads-Inserts Heli-Coil Corp Danbury Russell Mfg Co (for oven doors and fire bulk-Middletown Fenn Mfg Co The Newington Greist Mfg Co The (small machines, especially precision stampings)
Hartford Machine Screw Company
Div of Standard Screw Co
J H Sessions & Son
Torrington Co The

New Haven
Hartford
Hartford
Torrington Special Parts Saw Blades—Hack & Band Capewell Manufacturing Company Sewing Machines
Greist Mfg Co The (Sewing Machine attach-Sawa, Band, Metal Cutting
Atlantic Saw Mfg Co
Capewell Manufacturing Co The
Hartford
Thompson & Son Co The Henry G
New Haven menta)
New Haven
Singer Manufacturing Company The (industrial)

Right Sewing Machine Attachments
New Haven
Singer Manufacturing Company The (indusBridgeport trial)

Sharpeners

Gorn Electric Co Inc (electric knife and Stamford Saws—Hele
Capewell Manufacturing Co The
Thompson & Son Co The Henry G New Haven Spline Milling Machines
Townsend Mfg Co The H P Elmwood Hartford Spotwelding
Spotwelding
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys)
Spray Painting Equipment and
Lea Manufacturing Co The
Waterbury J B Williams Co The Sawdust
Nielsen & Sons Inc John R (graded
bardwood and softwood)
Sou Acme Shear Co The (household) Bridgeport South Windson Sheet Metal Fabrications
Lurie Inc A Bloomfield Spring Coiling Machines
Torrington Manufacturing Co The Torrington Scissors Acme Shear Company The Sheet Metal Products
American Brass Co The (brass and copper) Bridgeport Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)

Parsons Co Inc W A (fabricators)

Plume & Atwood Mfg Co The
United Manufacturing Co Division of the W L
Maxson Corp Spring Presses
Townsend Mfg Co The H P Hartford Wire Works Co The (Windows, Doors and Porches)
Norlee Aluminum Prod Corp Bloomfield Spring Units
Owen Silent Spring Division American Chain & Cable Company Inc Bridgeport Screw Caps
Weimann Bros Mfg Co The (small for bottles)
Derby Spring Washers

Spring Washers

Barnes Co The Wallace Div Associated Spring

Bristol American Brass Company The American Buckle Co The Doc Val Tool & Mfg Inc The Jume & Atwood Mfg Co The Scovill Manufacturing Company brass, bronze, copper, nickel silver, steel and other metals and alloys) Springs
Central Spring Co (Torsion and Double Tor-Terryville H P Townsend Mfg Company The Elmwood Springs—Coil & Flat

Barnes Co The Wallace Div Associated Spring
Bristol Screw Machine Products
Accurate Screw Products Inc (B & S Swiss & Barnes Co The Wallace Div Associory
Corp
Barrett Co William L
Bristol Spring Manufacturing Co
Foursome Manufacturing Co
Foursome Manufacturing Co
Newcomb Spring Corp The
New England Spring Mfg Co
Peck Spring Co The
Stanley Humason Inc Accurate Screw Froducts and Davenports)

Davenports)

Southington

Bridgeport

Brown Manufacturing Co (up to 1½" capacity)

Brown Manufacturing Co (up to 1½" capacity) Bristol Plainville Bristol Southington Unionville Sheet Steel Dolan Steel Company Bridgeport Brown Manufacturing Co (up to 1½" capacity)
Plainville
Consolidated Industries
Eastern Machine Screw Corp The New Haven
Fairchild Screw Products Inc
Franklin Screw Machine Co The (up to 1½"
capacity)
Garthwait Mfg Co A E (up to and inel ½")
Greist Mfg Co The (up to 1½" capacity)
Hartford Machine Screw Co Div of Standard
Screw Co (up to 5" capacity)
Hartford Machine Screw Co Div of Standard
Hartford Machine Screw Co Div of Standard Shell Cores Victors Brass Foundry Inc Guilford Plainville
Springs—Fiat
Atlantic Precision Spring Co
Barnes Co The Wallace Div Associated Spring
Corp
Bristol Spring Manufacturing Co
Foursome Manufacturing Co
Stanley Humason Ine
New England Spring Mfg. Co.
Peck Spring Co Shell Molding Victors Brass Foundry Inc Guilford Shells Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury Wolcott Tool and Manufacturing Company Inc Waterbury

Showcase Lighting Equipment Wiremold Company The

#### SERVICES PRODUCTS AND CONNECTICUT

Springs—Wire

Banner Spring Corporation
Barnes Co The Wallace Div Associated Spring
Corp
Bernston Co J W
Plainville
Bristol Spring Manufacturing Co
Bristol Sp Corp
Bernston Co J W
Bernston Spring Manufacturing Co
Colonial Spring Corporation The
Connecticut Spring Corporation The
Connecticut Spring Corporation The
Connecticut Spring Corporation The
Compression. extension, torsion)
Bristol Connecticut Spring Corporation sion, extension, torsion)
Foursome Manufacturing Co
Stanley Humason Ine
Newcomb Spring Corp The
New England Spring Mfg. Co.
Peck Spring Co
D R Templeman Co (coil and torsion)
Plainville Springs, Wire & Flat Plainville Stamped Metal Products
American Brass Company The Waterbury Stampings
DooVal Tool & Mfg Inc The
Laminated Shim Company Inc
Four-some Manufacturing Co
Plume & Atwood Mfg Co The (small) Naugatuck Bristol Seovill Manufacturing Company (aluminum, brass, bronzs, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)

Stanley Pressed Metal

New Price of the Company (aluminum properties) Stanley Pressed Metal New Britain Stampings—Small
Acme Shear Co The
Barnes Co The Wallace Div Associated Spring
Corp
Barret Co William L
Bristol Spring Manufacturing Co
Greist Manufacturing Co The
Laminated Shim Company Inc
Stanley Humason Inc
Wire Form Ine

Wildiale Wire Form Inc

Stamps

Bell-Adam Steel Stamp Co. (steel) New Britain
Hoggson & Pettis Mfg Co The (steel)
New Haven
Hartford
Hartford Parker-Hartford Corporation (steel)
Schwab & Company (steel) Stationery Specialties American Brass Company The Waterbury Steel Castings Malleable Iron Fittings Co B
New England Alloy Casting Corp (carb
alloy and stainless steel castings)
Nutmeg Crucible Steel Co
B Branford rbon, low Hartford Branford Steel—Cold Rolled Spring
Barnes Co The Wallace Div Associated Spring
Bristol Corp Detroit Steel Corporation Hamden Steel—Cold Rolled Stainless
Seymour Manufacturing Co. The
Ulbrich Stainless Steels
Wallingford Steel Company
Wa Seymour Wallingford Wallingford Steel—Cold Re -Cold Rolled Strip Hamden Steel—Cold Rolled Strip and Sheets Wallingford Steel Company Wallin Wallingford Steel Goods
Merriam Mfg Co (sheets products to order) Steel—Ground Flat Steel
Thompson & Son Co The Henry G New Haven Steel Rolling Rules
Waterbury Lock & Specialty Co The Milford Steel—Stainless Alloy and Carbon Frasse & Co Inc Peter A Ha Steel Stamps Cooney Engraving Co Branford Stereotypes ectrotype Div Electrographic New Haven New Haven Electrotype Stop Clocks, Electric Bristol R A E Storage Battery Mfg Co Glastonbury Straps, Leather
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown Strip Steel Detroit Steel Corporation Dolan Steel Company Inc New Haven Structural Mouldings Hamden Studio Couches Waterbury Mattress Co Waterbury Super Refractories
Mullite Works Refractories Div H K Porter Co
Shelton

McNeal J D

Hanson-Whitney Company The Pratt & Whitney Co Inc

Surface Metal Raceway & Fittings Wiremold Company The Hartford Surgical Dressings
Acme Cotton Products Co Inc
Seamless Rubber Company The
New Haven Surgical Rubber Goods Seamless Rubber Company The New Haven Swaging Machinery Fenn Mfg Co The
Torrington Co The
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury Sweeping Compounds
Nielsen & Sons Inc John R South Windson Switchboards Wire and Cables
Rockbestos Wire & Cable Co Div Cerro de
Pasco Corp (asbestos insulated) New Haven Tableware—Stainless Steel
Wallace Silversmiths Inc W Wallingford Tableware Sterling Silver
Wallace Silversmiths Inc Wallingford Tabulating Equipment—Manual Penominator Company Inc Veeder-Root Incorporated H Hartford Veeder-Root Incorporated

Tanks

Acme Welding Div United West Hartford West Hartford New Haven Comco Inc Div of Enthone Inc (steel, alloy and lined)

Connecticut Welders Inc (steel, alloy & lined)

Enthone Inc King Co Alfred B (steel, alloy and lined)

New Haven New Haven New Haven Sing Co Alfred B (steel, alloy and lined)

North Haven South Norwalk Norwalk Tank Co The South Norwalk Rolock Inc (Alloy) Fairfield Storts Welding Company (steel and alloy) Meriden Tanks-Stainless Steel Milldale Tape
Russell Mfg Co (Glass Electrical Insulating
Tapes, Glass Fabrics for Plastic Moulding)
Middletown

Alsop Engineering Co. Tap Extractors
Walton Company The West Hartford

Tapes—Industrial Pressure Sensitive Seamless Rubber Company The New Haven

Seamless Rubber Tape Machines

Better Packages Inc (Manual and models for case taping)

Derby Sealers Inc (manual and electric models)

Derby Taps West Hartford

Brownell & Co Inc Telemetering Instruments
Bristol Co The Waterbury Bristol Co Ine
Television—Radio
Junior Screw Machine Products
Inc
West Haven

Testers-Insulation

Testers—Insulation Wire & Cable
Davis Electric Company Wallingford Testers—Nondestructive, Ultrasonic Branson Instrument Inc Stam Sperry Products Inc Dan Stamford

Testing
State Testing Laboratory Inc (environmental, X-ray, tensile, bearings)
Bridgeport Polymer Industries Inc

Springdale Textile Processors Amerbelle Corporation

Amerbelle Corporation.

Thermometers

Bristol Co The (recording and automatic conWaterbury

Total Moore Inc. Stratford

Thin Gauge Metals
Plume & Atwood Mfg Co The
Thinsheet Metals Co The (plain or tinned in rolls)
Waterbury American Thread Co The Belding Heminway Corticelli

Thread Chasers
Geometric Tool Division Greenfield Tap & Die
New Haven

Thread Gages
Hanson-Whitney Company The Hartford
Pratt & Whitney Co Inc West Hartford
Thread Milling Machines
Pratt & Whitney Co Inc West Hartford Thread Repair Kits Heli-Coil Corp Danbury

Thread Rolling
Bland Burner Co The Thread Products Div
Hartford

Thread Rolling Machinery
Hartford Special Machinery Co The Hartford
Mettler Machine Tool Inc
New Haven
Waterbury Farrel Foundry & Machine Co The
Division of Textron Inc
Waterbury

Grant Mfg & Machine Co The (double end automatic)

Timers, Interval
A W Haydon Co The
H C Thompson Clock Co The
Cramer Controls Corporation The
Rhodes Inc M H Waterbury Bristol Centerbrook Hartford

Timing Devices

B & N Tool & Engineering Co
and model work)

Cramer Controls Corporation The
A W Haydon Co The
Lux Clock Manufacturing Company
Rhodes Inc MH
United States Time Corporation The
Waterbury

Timing Devices & Time Switches
A W Haydon Co The Waterbury
Lux Clock Manufacturing Company Waterbury
M H Rhodes Inc Hartford

Tinning
Thinsheet Metals Co The (non-ferrous metals in rolls)
Wilcox-Crittenden Div North & Judd Mfg Co Middletown

Armstrong Rubber Company The West Haven

Tool Bits
Thompson & Son Co The Henry G New Haven

Tool Chests
Vanderman Manufacturing Co The Willimantic

Tool Hardening Commercial Metal Treating Co Bridgeport

Tools

B & N Tool & Engineering Co (dies, jigs, fixtures, sub-press and progressive) Thomaston
Hoggson & Pettis Mfg Co The (rubber workers)
141 Brewery St
New Haven

Tools & Dies
Metropolitan Tool & Die
Moore Special Tool Co
Swan Tool & Machine Co The Hartford

Tools, Dies & Fixtures Greist Mfg Co The

Greist Mfg Co The

Tools, Dies, Jigs & Fixtures
Lyons Tool & Die (modelwork, jig boring)

Meriden
Middletown
Kensington

Tools, Fixtures, Gauges
Fredericks Tool Co J F West Hartford

Totalizers Reflectone Electronics, Inc. Stamford

Geo S Scott Mfg Co The Gilbert Co The A C N N Hill Brass Co The U S Plastic Molding Corp Waterbury Companies Inc Wallingford New Haven East Hampton Wallingford Waterbury

Transformers

Monarch Electric Co (Allis Chalmers)

New Britain

Trucks—Commercial

Metropolitan Body Company (International
Harvester Truck chassis and "Metro" bodies)
Bridgeport

Truck—Li Excelsior Hardware Co The Stamford

Trucks—Skid Platforms Excelsior Hardware Co The (lift) Stamford

Tube Clips H C Cook Co The (for collapsible tubes) Weimann Bros Mfg Co The (for collapsible tubes)

Ansonia

One of the collapsible tubes

Tube Fittings
Scovill Manufacturing Company (UNIFLARE flared tube and LOXIT compression tube)
Waterbury

Tubers
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp Mystic Mystic (Advt.)

#### ONNECTICUT PRODUCTS SERVICES AND

American Felt Co (felt)

Auburn Manufacturing Compary The (all materials)

Middletown Wire Arches & Trellises Vire Works Co The -Collapsible Metal Tuber Hartford Wire Hartford Sheffield Tube Corp The New London Tubing
American Brass Co The (brass and copper)
Waterbury terials)

Fabricon Corp

Flume & Atwood Mfg Co The (brass & copper)

Thomaston

Saling Manufacturer Company (made to order)

Unionville Wire Baskets Fairfield Rolock Inc Wiretex Mfg Inc (Industrial, for treating and degreasing) acid, heat, Bridgeport G & O Manufacturing Co (finned)
Scovill Manufacturing Company
Copper)
Waterbury
Waterbury Wire Cloth
Hartford Wire Works Co The Hartford
C O Jeliff Mfg Co The (all metal, all meshes) Copper) Waterbury
Wallingford Steel Co The (stainless and super
metals) Wallingford Washers—Felt
Chas W House & Sons Inc (Mills & Cutting Unionville Southport Norwalk Fairfield New Haven Tubing—Carbon and Stainless Steel Frasse & Co Inc Peter A Har Pequot Wire Cloth Co Inc Rolock Inc (Alloy) Smith Co The John P Hartford Watches E Ingraham Co The United States Time Corporation The Bristol Tubing-Flexible Metallic American Brass Co Metal Hose Branch Wire Dipping Baskets Hartford Wire Works Co The John P Smith Co The Washers—Precision Laminated Shim Company Inc Waterbury Hartford New Haven Tubing—Heat Exchanger American Brass Company The Seovill Manufacturing Company Glenbrook Waterbury Wire Forming Machinery
Nilson Machine Company The A H
Torrington Manufacturing Company The
Torrington Water Deionizers Penfield Mfg Co Meriden Tumbling Barrels and Accessories Nielsen & Sons Inc John R South Windsor Water Heaters
Whitlock Manufacturing Co The (instantaneous Hartford Wire Formings

Master Engineering Company West Cheshire
North & Judd Manufacturing Co New Britain
Peck Spring Co Manufacturing Co The
Turner & Seymour Manufacturing Co The
Torrington Tumbling Equipment and Supplies
Esbec Barrel Finishing Corp Byram & storage) Water Heaters-Electric Bauer & Company Inc Hartford Harrison Company The A S (and other protective coatings) Tumbling Service Esbec Barrel Finishing Corp Turntables

Macton Machinery Company Inc (industrial & display)

Stamford Wire Forms
Atlantic Precision Spring Co
Banner Spring Corporation
Barnes Co The Wallace Div Associated Spring
Bristol Waxes-Floor Fuller Brush Co The Hartford Typewriters Royal McBee Corp Underwood Corporation Webbing Hartford Hartford Corp Bristol Spring Manufacturing Co Plainville Central Spring Co (short run orders)

Terryville Russell Mfg Co (Webbing for Safety Seat Belts—all types of webbing) Middletown Wedges
Saling Manufacturing Company (hammer & Unionville Typewriters—Portable Underwood Corporation Colonial Spring Corporation The
Connecticut Spring Corporation The
Goursome Manufacturing Co
Gemeo Manufacturing Co Inc
Stanley Humason Inc
New England Spring Mfg Co
Peck Spring Co
Templeman Co D R
Terryville Manufacturing Co
Wire Form Inc Hartford Typewriter Ribbons and Supplies
Royal McBee Corp
Underwood Corporation
Hartford axe)

Welded Products

Acme Welding Div United Tool & Die Co
West Hartford Hartford and Bridgeport Underclearer Rolls Sonoco Products Co (Climax-Lowell Div) Mystic Welding
Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium)
Hartford
Ansonia Steel Fabrication Co., Inc., (steel, stainless steel and aluminum fabrication) Uniforms Wire Form and
Wire Goods

American Buckle Co The (overall trimmings)
West Haven
Scovill Manufacturing Company (To Order)
Waterbury Magson Uniform Co. Kensington Ansonis Connecticut Welders Inc (fabrication & repairs)
Wallingford Ultrasonic Equipment Branson Ultrasonic Corporation Farrel-Birmingham Company In Wallingford
Industrial Welding Company (Equipment
Manufacturers—Steel Fabricators) Hartford
King Co Alfred B North Haven Stamford V-Belt Drives Monarch Electric Co (Allis Chalmers) Manutacua King Co Alfred B

Welding—Lead

Connecticut Welders Inc (tanks & coils)

Wallingford
North Haven Wire Partitions Hartford Wire Works Co The John P Smith Co The New Britain Hartford Bridgeport Jenkins Bros Valves—Solenoid ric Valve Div of The Skinner New Britain Wire Products Stanley Humason Ine Forestville
Peck Spring Co
Plume & Atwood Mfg Co The (to order)
Thomaston Skinner Electric Chuck Co Manchester Storts Welding Company (tanks and fabrica-tion) Meriden Vacuum Bottles and Containers an Thermos Products Co Norwich Wire Reels Mettler Machine Tool Inc Nilson Machine Company The A H Welding-Lead Bricks New Haven Shelton Lead Products, Inc. Manchester Vacuum Cleaners American Brass Company The Williams Company Bridgeport Brass Company Bristol Brass Co The (brass & bronze) Electrolux Corporation Spencer Turbine Co The Old Greenwich Waterbury Farrel Foundry & Machine Co The Division of Textron Inc Waterbury Waterbury Wire Rings
American Buckle Co The (1
tinners' trimmings)
Stanley Humason Inc
Peck Spring Co
Templeman Co D R Valves—Aircraft
Bridgeport Thermostat Div Robertshaw-Fulton
Controls Co Milford (pan handles and West Haven Forestville Welding Solder
Lead Products, Inc. (wire, bar and cakes and babbits)

Manchester Valves—Relief & Control
Beaton & Caldwell Mfg Co New Britain Church Co The Stephens B
Wheel Dressers—Diamonds
Russell Inc RR Plainville Plainville Valves-Safety & Relief Manning Maxwell & Moore Inc Seymour Wire—Specialties Andrew B Hendryx Co The Stratford New Haven Newington Russell Inc Kit.

Wicks

Auburn Manufacturing Company The (felt, asMiddletown
Hartford Vanity Boxes Bridgeport Metal Goods Mfg Co Plume & Atwood Manufacturing Co Scovill Manufacturing Company Wire Springs
Carlson Spring Company (Torsion, Compression, Extension)
Berlin Bridgeport Wire Straightening and Cutting Machinery Mettler Machine Tool Inc New Have Velvets Wiffle Ball American Velvet Co (owned and operated by A Wimpfheimer & Bros Inc)
Leiss Velvet Mfg Co Inc The Willimantic Wiffle Ball Inc The New Haven Window & Door Guards Hartford Wire Works Co The Smith Co The John P Wiring Devices Harvey Hubbell Inc Bridgeport Hartford New Haven Venetian Blinds Findell Manufacturing Company Jennings Company The S Barry Wood Scrapers Fletcher-Terry Co The American Brass Company The Atlantic Wire Co The (steel)
Bartlett Hair Spring Wire Co The North Haven Forestville Woodwork C H Dresser & Sons Inc (Mfg all kinds of Ventilating Systems Colonial Blower Company Ventilating Supplies Inc Plainville woodwork) Hartford Builders Finish Co Hartford Hartford Bristol Brass Corp The (brass & bronze) Woven Felts—Weol
Chas W House & Sons Inc (Mills & Cutting
Unionville Vibrators—Pneumatic Branford Co The (industrial) New Britain Bristol Driscoll Wire Co The (steel)

Hudson Wire Co Winsted Div (insulated & enameled magnet)
Platt Bros & Co The (zinc and zinc alloy wires)
Plume & Atwood Mfg Co The (brass, bronze, nickel silver)
Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)

Waterbury Vinyl Extrusion & Moulding Compounds Electronic Rubber Co Stamf Yarns

Aldon Spinning Mills Corporation The (fine-woolen and specialty)

Ensign-Bickford Co The (jute-carpet)

Simsbury Fenn Manufacturing Company The (Quick-Action Vises) Vanderman Manufacturing Co The (Combina-tion Bench Pipe) Willimantic wire and Cable
Continental Wire Corp (for industrial and military applications)
General Electric Company (for residential, commercial and industrial applications).
Rockbestos Wire & Cable Co Div Cerro de Pasco Corp (all asbestos, mining, shipboard and appliance applications).
New Haven Zine Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 Waterbury Vise Jaws
Dery & Sons Tool & Die Co A L
(gang with loading trays) Pine Meadow Zine Castings

Stamford Wall Paper Co Inc

Vise Fixtures
Dery & Sons Tool & Die Co A L Pine Meadow

West Haven

Stamford

Newton-New Haven Co Inc

Zinc Die Castings
Mt Vernon Die Casting Corporation Stamfor
Stewart Die Casting Div Stewart-Warner Cor
Bridgepo

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#### **Public Relations**

(Continued from page 33)

and who the customers are and what is expected of employes.

Other things employes want to hear about include: job security, evidence of the company's concern for them and their welfare, rumors (these, of course, can be swiftly killed by an effective system of communication between management and personnel).

Having determined what we should communicate to our employes, we must then determine the ways to do it.

The two best ways are by word of mouth, from supervisor to employes, and by way of written communication such as employe handbooks, newsletters sent to employes' homes, company newspapers or magazines, booklets or other publications, and bulletin boards.

Finally, the fourth article of good employe relations . . . calling for wages, benefits and personnel practices which compare favorably with those of the community and our industry . . . requires a continuing study of what is going on around us in other factories, competitors or otherwise. The basic factors in the study should include wage rates and wage payment practices, fringe benefits and personnel practices and policies.

In addition to the factors just mentioned, we should also know what other plants in our area do about safety, parking, cafeteria service, coffee breaks, and all the other things which can be helpful in establishing sound morale.

Once we have analyzed all the data, we will know very well how we compare with other companies around us. More to the point, we will know what problems need attention and, no doubt, how to solve them. It is important that we keep information up to date; that is to say, we shouldn't make a study every 2-3 years and rest on the oars between times.

Having undertaken to communicate with our employes, to learn their points of view, to establish sound supervisor-personnel relations and to make sure our own policies and practices compare well with those of our industrial neighbors, we are well on the way to solving the demands of our help:

A) that they be treated as individuals and

B) that you provide leadership, information and fair dealing.

It may be that many of us feel we are already doing too much for our personnel; whatever the merits of that are, it is a fact that an enlightened labor relations policy is a MUST nowadays, if for no other reason than that it is costly to be replacing employees.

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Edw. Balf Company

Certified-Concrete Plant

Hartford, Conn.

# ... a 20,000 gallon water beater is big. Probably the biggest in the country. It is the size of two railroad tank cars.

Heating 20,000 gallons of water each day to 180° F is a big job but 540 kilowatts handle the job quietly, cleanly, safely. It is part of an operation which allows a customer to order any one of 120 prescriptions of concrete and have delivery at working temperature (72° to 74° F) in the cold months of the year. Water temperature of 180° reduces chemical additive requirements. Customers like the continuously available service . . . a complete, drive-in service where prescriptions are automatically mixed, by weight and delivered into trucks. A dispatcher in a new, electrically-heated office types out each order and it is teletyped to the operator in the upper plant who adjusts the highly automated machinery to combine aggregate, cement and water and deliver it as pre-mix or transit-mix.

THE CONNECTICUT LIGHT AND POWER COMPANY
THE HOUSATONIC PUBLIC SERVICE COMPANY

Four men, including the dispatcher, can deliver 1500 cubic yards of concrete in a twelve-hour day. No job is too big for electricity. For Edw. Balf & Company, engineers compared installation costs, operating costs and labor costs. The balance favored electric power because of the low installation labor costs. A time-clock controls operation to restrict the heating cycle to the night hours when the lower night rates may be applied.

Edw. Balf's electric water heater is an example of imaginative engineering and sound economics. Experience with many applications of electric service (for heating, power tools, material handling and lighting) makes your electric industrial power representative and important one when you plan to build, modernize or remodel industrial operations. He can help you keep pace, electrically.

THE HARTFORD ELECTRIC LIGHT COMPANY THE UNITED ILLUMINATING COMPANY



Ballard Oil facilities at the New London Terminal are as complete as our sincere desire to serve you.

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